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# THE TIMES

William Rees-Mogg:  
The machinery for  
wasting manpower, p14

## Mr Callaghan sees rosy future only if pay limit is observed

Prime Minister, presenting his annual parliamentary report as Labour leader to the party conference in Brighton, yesterday predicted that Britain in the next two or three years would eclipse any known achievement since the

start of the industrial revolution. But he warned delegates that the Government's priority must still be to curb inflation and unemployment, and that meant accepting the 10 per cent limit on earnings increases.

## 'Sack us or sack us' Challenge to both sides of industry

David Wood,  
Editor

"Sack us or sack us" was Prime Minister's unadorned challenge to government and industry alike when he addressed the Labour conference yesterday.

In his annual parliamentary report, the Prime Minister said that in the two or three decades since the North Sea oil and gas was discovered, the world had seen nothing like the changes in the industrial revolution. But he did not say that the changes were the result of the industrial revolution. He said that the changes were the result of the industrial revolution.

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a temporary veto on it. But experienced Labour strategists assume that he wants to be able to go into the next general election saying in Scotland and Wales that, in spite of Conservative opposition, a Labour Government carried, or tried to carry, a necessary and desirable devolution Bill.

In other words, Mr Callaghan hopes to exploit deep Conservative divisions over devolution during the next election campaign, which almost everybody believes will come next year.

Labour Europeans were quick to comment that the Prime Minister did not commit himself equally explicitly to the other main Bill of next session, to provide for direct elections to the European Parliament, with or without the benefit of a guillotine. He did not mention the Bill at all, probably because the EEC is to be debated today.

He did, however, reaffirm the implications for the whole Labour movement of the letter last Friday to the general secretary of the Labour Party, with its peremptory renunciation of any left-wing move to withdraw from the EEC. His EEC references throughout had characteristic Atlantic overtones.

No one taking the surface value of the words he used would have thought deeply committed to any European ideal, but rather to a strategy of altering the EEC to suit British interests or British domestic policies. It sounded like a domestic version of Gaullism.

What Mr Callaghan privately thinks about United Kingdom membership of the EEC would have remained a mystery to delegates if he had not mentioned, with much cogency, that the biggest overseas industrial development to be made by the Ford motor company would be in Britain.

At the same time it is to be inferred that the Government will use the data for the Scottish assembly election and a Welsh referendum, well after the United Kingdom general election, on the argument of party tactics that to lose Scotland immediately before a general election would be highly damaging to Labour.



Mr Callaghan giving his blunt conditions yesterday for Britain's predicted rosy future.

## Fight to hold line on Ford pay

From Paul Routledge  
Labour Editor  
Brighton

The Government is fighting desperately behind the scenes to prevent a pay settlement for 57,000 Ford workers that would destroy the credibility of the 10 per cent incomes policy.

Ministers have made clear to the company and the unions their anxiety that a deal which gave "excessive" wage increases would set the pattern for the rest of industry and would wreck TUC hopes of achieving an orderly return to voluntary collective bargaining.

Ford Motors' management is to meet the unions next Wednesday, when a further increase in the company's pay offer of 10.6 per cent is expected. The present proposals would give increases ranging from 10 to 12.5 per cent for a relatively few skilled craftsmen.

The Government has no objection to what has so far been offered, but would be in a dilemma if the company acceded to the full claim of 15 per cent and fringe benefits improvements worth another 10 per cent, which has been tabled by the unions as a "socially responsible" demand.

As the Prime Minister told the Labour conference yesterday, the Cabinet fears that one big settlement, outside the 10 per cent limit, would establish a going rate for the whole year and would accelerate inflation just when the figures are going down.

But Ford Motors has traditionally paid scant respect to incomes policies when under union duress or faced with a need to attract labour. The company breached the Tory government's pay policy in 1971 and the terms of the original social contract in 1974.

If it breaches the policy again, the Government will face a crucial choice: to impose sanctions against the firm and risk losing employment prospects being provided in South Wales by a new engine plant to be built with £80m state aid; or to let through a settlement that would almost certainly provoke fierce wage inflation as other groups of workers sought to emulate it.

Because negotiations are not yet complete, the Government has not made up its mind what to do, but ministers are keeping an anxious eye on developments. Mr Callaghan told the party conference yesterday that there was a limit to what the Government could do to prevent private sector companies from settling outside the guidelines, and ministers take the realistic view of "some you win, some you lose".

## Mr Carter ready to reduce nuclear arms 'even by 50 pc'

From Our Own Correspondent  
New York, Oct 4

President Carter, in his first address to the United Nations General Assembly today, emphasized the issues of world peace and arms control.

More than half of his 30-minute speech, delivered to an Assembly packed to standing with largely silent delegates, was given over to an appeal, often stated in emotional terms, for mutually agreed restraint in weapons supply and use.

Although present conditions appeared hopeful in some respects, he stated, "the assurance of peace continues to elude us". He added: "Unless we establish a code of international behaviour in which the resort to violence becomes increasingly irrelevant to the pursuit of national interests, we will crush the world's dreams for human development and the full flowering of human freedom."

More specifically, the President announced that, in the strategic arms limitation talks, "we and the Soviets are within sight of a significant agreement in limiting the total numbers of weapons and in restricting certain categories of weapons of special concern to each of us."

The United States was willing to go as far as possible, consistent with security, on limiting nuclear weapons and would, on a reciprocal basis, reduce them by "10 per cent, by 20 per cent, even by 50 per cent."

Towards the end of the speech, Mr Carter inspired a brief round of light applause when he said: "I hereby solemnly declare on behalf of the United States that we will not use nuclear weapons except in self-defence; that is, in

circumstances of an actual nuclear or conventional attack on the United States, or our territories or armed forces or such an attack on our allies."

Delegates, however, were cynical about the worth of this pledge, noting that it did not rule out first use by the United States of nuclear weapons to respond to a non-nuclear attack.

On the negotiations to ban nuclear tests, the President said that the long term interest was to close one more avenue of nuclear competition, and thereby demonstrate to all the world that the major nuclear powers take seriously our obligations to reduce the threat of nuclear catastrophe.

He said: "If we are to have any assurance that our children are to live out their lives in a world which satisfies our hopes—or that they will have a chance to live at all—we must finally come to terms with this enormous force and turn it exclusively to beneficial ends. Peace will not be assured until the weapons of war are finally put away."

The reason for working towards nuclear non-proliferation, the President went on, was that nuclear weapons were a threat as well as a deterrent. "But they threaten not just the intended enemy, they threaten every nation—combatant and non-combatant alike. That is why all of us must be concerned."

He added: "I have heard it said that efforts to control nuclear proliferation are futile; that the genie is already out of the bottle. I do not believe this to be true. It should not be forgotten that for 25 years conference by Mr Carter had gone. Mr Koch could well regard support from the President at this time as a liability rather than an advantage."

Continued on page 8, col 1

## President gets chilly welcome in New York

From Michael Leapman  
New York, Oct 4

President Carter had a typical New York welcome when he arrived this morning to make his United Nations speech. Stepping out of his helicopter, he was greeted by the man most likely to be the next mayor, who at once began to pick a quarrel with him.

If he had hoped that his visit would be marked by good will, it was unfortunate that it was timed three days after the Soviet-American statement on the Middle East.

In a city where about a quarter of the voters are Jewish—Mr Edward Koch, the Democratic candidate in next month's mayoral election, cannot afford to be tolerant towards a statement that has worried Israel's supporters. So when he shook hands with the President, he bawled him about it and handed him a critical letter.

Mr Carter, who had been smiling when he stepped off the helicopter, looked discomfited, and quickly thrust the letter into the hands of an aide.

Only last week Mr Koch visited the White House to receive the President's formal blessing of his candidacy. There had been cordial talk of Mr Carter coming to campaign for him here. In another gesture to this impoverished city, Washington yesterday announced a grant of \$200m (£30m) to improve public transport.

All this was forgotten today. The President had been expected to say a few words at the heliport in favour of Mr Koch. But the microphones placed there remained unused, save for an impromptu press conference by the Jewish candidate after Mr Carter had gone. Mr Koch could well regard support from the President at this time as a liability rather than an advantage.

In his letter, Mr Koch articulated the fears of the Jewish community and Israel's many other supporters here when he noted the changes in language in the joint statement, particularly the reference to "the legitimate rights of the Palestinian people". He wrote: "I fear that the United States has abandoned its commitments to peace, to Jewish refugees, to protection of Israel."

## Duchess of Kent is taken to hospital

By Penny Symon

The Duchess of Kent was admitted to King Edward VII Hospital for Officers, London, last night after complications arose in her pregnancy. The Duke yesterday cut short an official visit to Iran to fly home to London.

The hospital said last night: "The Duchess is resting quietly."

The Duchess, aged 44, is expecting her fourth child in February. The complications developed late on Monday night and the Duchess was visited at York House by Mr George Pinker, the Queen's gynaecologist.

The Archbishop of Canterbury, who is an old family friend of the Duchess from the days when he was Archbishop of York, visited her briefly yesterday morning.

York House said that the complications were serious enough for the Duke to cancel his engagements. He left London on Monday and returned yesterday morning.

"The problems developed on Monday night", York House said. The Duke, who is vice-chairman of the British Overseas Board of Trade, was to have visited factories and industrial development sites in Iran. Before her pregnancy the

Duchess had agreed to become joint patron of the British Cultural Festival in Iran, with Princess Fatemeh Pahlavi, the Shah's sister. The festival opened last night in Tehran with a gala performance by the Royal Ballet Company.

When her doctors advised the Duchess not to undertake the long journey, Princess Alexandra agreed to take her place.

The Queen, who is at Balmoral, has been told of the complications, and an official said that she was "understandably concerned".

The Duchess, formerly Miss Katharine Worsley, married the Duke of Kent in 1961. They have three children: the Earl of St Andrews, aged 15; Lady Helen Windsor, aged 13, and Lord Nicholas Windsor, aged seven.

When her pregnancy was announced the Duchess's doctors said that they were not expecting complications. Although she is 44 it was thought that the risks would be slight and were reduced by the fact that the Duchess had had three children already.

Hers was the third birth announcement from the Royal Family in jubilee year. Princess Anne and the Duchess of Gloucester are both expecting babies in November.

## Football results

Arsenal 0, Liverpool 0  
Barnsley 2, Torquay 0  
Blackpool 3, Crystal Palace 1  
Bolton 4, Blackburn 2  
Bristol Rovers 3, Mansfield 1  
Carlisle 2, Lincoln 3  
Charlton 4, Brighton 3  
Coventry 4, Manchester City 2  
Derby 2, Northampton 0  
Everton 3, West Bromwich 1  
Fulham 4, Burnley 1  
Grimsby 3, Wimbledon 1  
Huddersfield 3, Hartlepool 1  
Hull City 2, Tottenham 0  
Luton 1, Millwall 1  
Newport 3, Scunthorpe 1  
Nottingham Forest 4, Ipswich 0  
Oldham 1, Stoke 1  
Peterborough 1, Oxford 0  
Plymouth 2, Shrewsbury 2  
Portsmouth 0, Chester 0  
Preston 2, Sheffield Wed 1  
Rochdale 3, Halifax 1  
Rotherham 3, Walsall 0  
Sheffield Utd 4, Notts Co 1  
Southampton 1, Orient 0  
Sunderland 1, Cardiff 1  
Swansea 1, Southport 1  
Swindon 0, Bradford City 1  
Wolves 1, Derby 2

## Mr Brezhnev wicks 'rights' the West

At Brezhnev, pouring scorn on the human rights campaign in a speech to the Supreme Soviet, said that what was enjoyed were the "rights" to his unemployment and racism and indifference to the first shores of the question of human rights, and political rights more fully before.

Page 8

## Trade talks open

About the continuing arms race feared by several delegates when talks opened in a conference in Belgrade. The Yugoslav and Dutch first the first shores of the question of human rights, and political rights more fully before.

Page 8

## Devolution plan

A Tory devolution spokesman, in a new policy in Scotland with the aim of an assembly but without its powers. He said it could call to Scotland's existing executive and to monitor decisions of the Civil Service in such areas as education. It could question the actions of public bodies.

Page 2

## Packer hits out

Harry Packer, the Australian maintained in the High Court world cricket authorities were "the can" for Australia. He said: "The country is being asked to fight a battle, to your detriment and detriment." He alleged that the Test Cricket Board "do not keep it".

Page 4

## Police fear

Police in Britain could, under countermeasures, become a band under attack by a misuse of the word "police" in the name of the British Police.

Page 5



Mrs Indira Gandhi, the former Indian Prime Minister, surrounded by her supporters after being released from police custody by a Delhi magistrate. She had been arrested on Monday on charges of corruption.

Page 8

## Laker profit of \$35,000

Despite gloomy forecasts by his competitors, Mr Freddie Laker, chairman of Laker Airways, seems to have a winner in his transatlantic cheap fare service. Daily flights have been booked to about 75 per cent of capacity, and he estimates a profit of nearly \$35,000 in the first week.

Page 17

## Kidnap news ban

Swiss police kept silence on developments in the kidnapping of Graziella Ortiz-Pattini, the five-year-old heiress to a tin-mine fortune, at the request of the parents.

Page 7

## Bonn: West German press is accused

Nobel Prize-winning author of conducting a witch hunt over terrorism.

Page 7

## Bishop resigns: Dr Kenneth Woolcombe

is to resign from the see of Oxford after the death of his wife from cancer.

Page 16

## Fashion in Britain: A four-page Special

Report on the design, manufacture and retailing of clothing and textiles.

## Algerians silent on fate of hijackers

Algerian authorities refused to give any information on the fate of the Japanese Red Army hijackers or the \$6m (£3.5m) ransom they extorted from Japan. Meanwhile, the Cabinet in Tokyo decided to ask for the return of the ransom, the five hijackers, and the six people released from Japanese prisons.

Page 8

## UK secures ships deal

Britain expects to sign a \$115m deal to supply Poland with 24 ships. The agreement, has the backing of the Prime Minister, and will secure the jobs of 8,000 shipyard workers. It also provides much needed orders for the British Steel Corporation.

Page 17

## Leader page, 15

Letters: On future energy sources, from Professor Sir John Ridd, and on radical thought in universities, from Professor Paul Halmos, and others.

Leading articles: Scottish devolution; Labour conference; Japanese and hijackers.

Features, pages 9 and 14.

William Rees-Mogg concludes his analysis of Britain's wasted manpower; Bernard Levin on the new trouble about to confront us; Katie Stewart's cooking.

Sport, pages 11 and 12.

Football: Manchester United's prospects in Europe; Golf: Peter Ryder previews world championship; Racing: Carson loses appeal against suspension.

Arts, page 13.

Michael Randle on the Welmar recalled by the Berlin Festival; Cy Coleman talks to Sheridan Morley; Alan Coren on Penelope (BBC); Kenneth Loveland at Swansea Festival; Irving Wardle on The Dog Run Away (Hampstead Theatre); Ned Chaillet on Les Forçés (Watford Palace).

Obituary.

Nearly, John Ritchie Professor S. G. Raybould.

Business News, pages 17-23.

Stock Markets: Shares and gilts lost ground and the FT Index closed 7.3 lower at 512.8.

Financial Editor: Interest rates take the pressure; Retailers confirmation of a trend; Compromising on capital gains.

Business feature: John Whitmore on arguments for altering Britain's exchange controls.

Business Diary: Improving vending machine contents and service.

Page 16

## Heavy buying of sterling pushes reserves to record level of \$17,171m

By Caroline Atkinson

A flood of overseas money into Britain last month pushed the official reserves up by \$2,319m (£1,327m), the second largest monthly rise in the reserves. They now stand at a record of \$17,171m.

Yesterday's figures are bound to increase fears that the money supply may be pushed out of control by the influx of foreign funds. The increase in the reserves last month was much larger than had been expected, and caused an immediate rush for sterling on the foreign exchanges.

The Bank of England intervened almost immediately to hold down the pound, mopping up all of a large order from France and Germany. After touching 1.7570 against the dollar, sterling fell back to close 4 points down on Monday at \$1.7455. It was up against most other currencies however, with the effective rate index at 62.4, 0.1 higher than Monday.

Market rumours of a further fall in interest rates this week were fuelled by the reserves figures. A half point cut in minimum lending rate, to 5½ per cent, is now widely expected to take place on Friday.

Nearly a quarter of the big rise in the reserves in September was caused by public borrowing overseas. As expected, the Government took up the final \$400m of the Eurocurrency loan arranged at the beginning of the year.

The National Coal Board raised \$100m from a Eurobond issue, and borrowed a further \$42m from the European Investment Bank.

Other small loans included one by British Airways to buy American aircraft. The total official borrowing in the month came to \$553m.

This still left a large \$1,768m inflow of private capital during September. The inflow is a

measure of the Bank of England's intervention to hold down the value of the pound on the foreign exchange. It was nearly twice as high as the underlying inflow of \$956m recorded in August, and nearly as large as the record \$1,807m inflow set in January this year.

It was thought by some dealers yesterday that part of the reserves increase last month came from the maturing of forward dollar purchases made by the Bank of England earlier in the year. This would explain why most market estimates were well below the actual figure.

The Bank of England has periodically sold sterling forward in an effort to divert pressure in the spot market, in the belief that the pound would weaken in the future. Yesterday's figures will intensify the pressure on the Government to do something to balance out the foreign exchange flows. A relaxation of exchange controls is known to be under consideration in Whitehall. This could take the form of a modification of the 25 per cent surrender rule.

However, officials insist that the inflow of money into Britain has not yet caused any problems and that no action is imminent. Money supply was well under control in the first 8 months of this year, and it is thought that this remained true in September.

Many observers believe that the fall in interest rates, which has been the alternative taken by the authorities to an appreciation of the pound, will make it difficult to control the money supply when the economy begins to pick up.

It is now almost certain that the Government will not make any further drawings on the International Monetary Fund loan. Some repayment of official debt may also take place in the coming months.

Charts and pressure on dollar, page 17.

Time to adjust, page 19.

The  
world's first  
bottled  
scotch.



Dewar's were the first to sell whisky in branded bottles. Example: circa 1865. From the collection of Mr. L. Martin.

For those with a taste for the original.



## HOME NEWS

## Mr Pym seeks new Scottish body with monitoring power

A new "arrangement" for Scotland, with the advantages of an assembly but without its "difficult" executive and legislative powers, was proposed last night by Mr Francis Pym, opposition spokesman on devolution.

It would, he said, at St Andrews University, "call to account in Scotland the powerful Scottish Executive which Scotland already has".

Such a body would investigate and monitor the administrative decisions of the Scottish Civil Service in such areas as education and housing. It would question the policies and decisions of public bodies, agencies, the health service and nationalized industries in Scotland, including electricity, gas and railways.

It would press opinions, views and needs of the United Kingdom Government, when making decisions affecting Scotland and would be involved in considering Scottish legislation.

Independent Scottish institutions would be preserved and strengthened. The proposed body would form expert committees to examine specific issues like regional aid, training the unemployed and attraction of new industries, and suggest new policies or improvements.

It would give powerful backing to the Secretary of State in putting Scotland's case to the Cabinet or EEC and would debate expenditure priorities.

Mr Pym added: "An assembly with these powers would be an improvement on the Government's proposals in a number of ways. It would: Avoid the creation and extravagance of a second executive and bureaucracy. Keep secure and actually strengthen Scotland's voice in the United Kingdom Cabinet, where the more important decisions affecting every person in Scotland would still be taken. Avoid calls to change the role or number of Scottish MPs in Westminster, because their function would still be the same as that of every other MP." Positively improve the way government was called to account in Scotland rather than merely duplicate what already existed on another level.

Leading article, page 15



"Tiger" (left), by a prisoner at Blundeston, and "Study of a Lion Cub", by a Winchester inmate, are in the Koestler Awards Exhibition of art by people in prison and borstal in Piccadilly, London, which opened yesterday.

## 'Totalitarian grip' on journalists

From Arthur Osman  
Birmingham

The National Union of Journalists is "in the grip of its totalitarian hatchet men", according to Mr John Slim, president of the Institute of Journalists, speaking at the opening of the institute's annual conference in Birmingham yesterday.

He asked: "What is this creeping cancer which seeks to paralyse our profession before sufficient of its moderately disposed journalists emerge from their slumbers and start effecting a cure?"

The NUJ had still to win the battle for its self-respect. Mr Slim questioned whether it would be difficult for the NUJ to rid itself of recognized anarchists. He said sympathy by the moderate masses had handed

over the union on a plate for the aspirations of its extreme

The election of a moderate as the new NUJ general secretary did not indicate a new mood among rank and file.

Mr Slim, a writer on the Birmingham Post, appeared to be appealing to a majority of provincial NUJ members when he said: "For these journalists their professional pride in doing their job to the best of their ability and at whatever unreasonable hours it demands is beset by their outraged realization that they would be better off digging holes in the road or being nightwatchmen."

He foresaw a danger that because the newspaper industry "trades on dedication and gives the minimum in return", the profession might be starved of incoming talent

"which is its insurance for the future."

Another danger, more immediate, is that journalists will increasingly see the closed shop as their industrial salvation, overlooking the probability that when industrial muscle is put to improper usage it will also be the profession's political downfall.

A third danger was a merger between the journalists' unions, providing "a field day for journalists' bullies".

Mr Slim said it was vital that despite journalists' disenchantment they should never be tempted to press unanswerable causes by any economically suicidal means.

The institute passed an emergency motion condemning the exclusion of two journalists from the Labour Party conference.

## Another council may seek ban on NF demonstration

By Peter Godfrey

An emergency meeting of Stockport Borough Council is to be held on Friday to consider whether to seek the banning of a march planned by the National Front on Saturday.

Councillors met Mr James Anderson, Chief Constable of Greater Manchester, yesterday to pledge support for any measures deemed necessary to control or curtail the demonstration.

The National Front has not disclosed exactly where it plans to demonstrate on Saturday, beyond saying that it will be in the North-west, but Stockport is considered the most likely location.

Mr John Howe, leader of the council, said last night: "It is still indeterminate whether the

march will take place, and where. I have assured the Chief Constable that we will support whatever action he thinks necessary to prevent violence or danger to the public."

The council is to consider a motion proposed by the minority Labour and Liberal groups to invoke the Public Order Act, 1936, under which political marches can be banned.

Police leave has been cancelled for the weekend in the Greater Manchester area, and about six thousand police officers will be available in the event of a disturbance.

The chief constable is likely to defer a decision on whether to ban the march until more information is available.

## Prime Minister's blunt warning to militants

Continued from page 1

only of new jobs but of what he called the technological "ripple".

He hinted also that where Ford led, other American or overseas capital investment would follow. What was good for Ford, Mr Callaghan implied, would be good for the United Kingdom.

What Mr Ford confided to the Prime Minister also had a bearing on some important words Mr Callaghan aimed at the phalanx of trade union leaders sitting below him.

First, good quality in the product being made. Secondly, continuous working. Reasonable requests? If the answer is no to that, then we are cutting our own throats.

The Prime Minister made reference also to the order to sell 24 ships to Poland that derived from his meeting last December with the chairman of the Polish Council of Ministers.

That, he said, would provide about 3,000 man years of work in the nationalized British shipyards and their supplying industry.

Throughout, Mr Callaghan emphasized that delegates who roared for "reflation" and overnight socialism should remember that the United Kingdom's success so far was only financial, not industrial.

Cutting inflation remained the Government's priority, and he delicately avoided entering into the statistical controversy between the Chancellor and the Chief Secretary to the Treasury about whether the fall next year would be to 12 per cent or less.

No one could have been more blunt with the more militant trade unionists than the Prime Minister. "To those who tell me no way will the country

accept 10 per cent (limit for pay increases)", he said, "reply that no way will you stop prices or unemployment going up again."

Every union negotiator knew that if the first wage settlement in the third year of pay policy started with above 10 per cent that would set the pattern for the whole year. Export prices would rise, exports be lost and unemployment increase.

"The Government," he went on, "pledges that it will adhere to a policy of going for a rate of growth that will not jeopardize our inflation prospects and a rate of growth that can be sustained." That was the best and even the only road to preserve jobs and to improve real living standards. There were no short cuts, but there was a road ahead.

"Meantime, I say to both sides of industry: do not support us with kind words and then undermine us through unjustified wage increases or price increases. Either back us or sack us."

In the end the Labour movement, however restive about the consequences of government policies, have no present choice except to travel along Mr Callaghan's chosen road to economic salvation. They all prefer him to Mrs Thatcher, and Mr Callaghan knew it as he spoke.

There have been heated conference speeches by prime ministers. There has been more warning to party leaders by conference delegates. But, as is his habit, Mr Callaghan did a plain, workmanlike job, and, anyway, he knew that he had won the game before he played his opening card.

Conference report, page 6  
Diary, page 14  
Leading article, page 15

## Tory chairman in hospital

By Our Political Staff

Lord Thorncroft, chairman of the Conservative Party, was admitted to the Nuffield Hospital, London, yesterday, for an operation to remove a tumour of the bowel. He is expected to be out of action for six weeks.

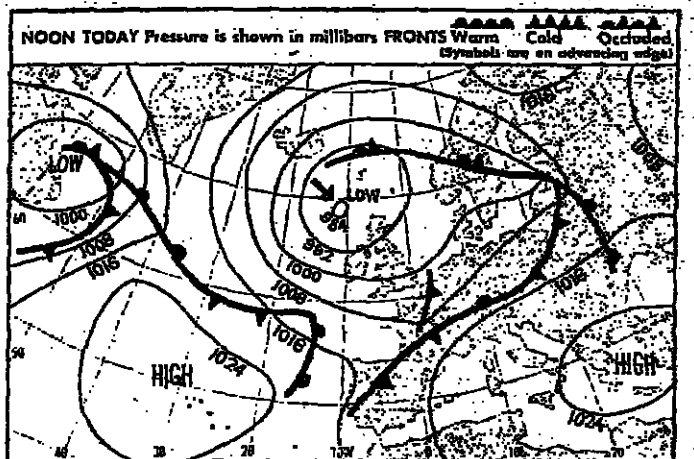
During Lord Thorncroft's absence Mr Angus Maude, MP for Stratford-on-Avon, will continue as a deputy chairman of

the party and as chairman of the Conservative Research Department, with overall responsibility for policy advice.

Mr William Clark, MP for Croydon, South, also a deputy chairman, will concentrate on strategy and political contact within the party.

Lady Young, a party vice-chairman, is to be an extra deputy chairman in charge of administration.

## Weather forecast and recordings



**Today**  
Sun rises: 7.58 am  
Sun sets: 6.30 pm  
Moon sets: 11.52 pm  
Moon rises: 2.36 am  
Last quarter: 10.21 am  
Lighting up: 7.0 pm to 6.39 am.  
High water: London Bridge, 7.17 am, 6.11 (20.11), 7.49 pm, 6.11 (19.61).  
Avenmouth, 12.17 pm, 10.0 (32.91).  
Dover, 4.27 am, 1.0 (17.51).  
Bull, 11.37 am, 5.8 (19.1).  
Liverpool, 4.43 am, 7.3 (24.1); 5.6 pm, 7.3 (24.1).  
A trough of low pressure will move over Britain from W.

**Forecasts for 6 am to midnight:**  
London, SE and central S England, East Anglia, E Midlands, Channel Islands: Rain or showers, sunny intervals; wind SW, moderate.

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London, SE and central S





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## HOME NEWS

# England 'being asked to fight cricket battles for Australia'

By John Hennessy  
Sports Editor

Mr Kerry Packer, the Australian promoter, claimed in the High Court yesterday that the world cricket authorities were "corrupting the game" for Australia.

He was continuing his evidence in the actions brought by himself and three of his players against the International Cricket Conference (ICC) and the Test and County Cricket Board (TCCB), in which they seek to have a Test and county cricket ban lifted.

Mr Packer said that this was an Australian fight in which the Australian Cricket Board of Control (ACB) had "managed to involve English county cricket and members of the ICC, who were paying for this court case". He said: "This country is being asked to fight Australia's battles, to your detriment and their benefit."

Of the negotiations with the TCCB for the television of the England-Australia Test series just completed, Mr Packer said that the TCCB "do not keep their word". They had been trying to play ducks and drakes with him. They were trying to do business with the "under-offer" of the Australian Broadcasting Commission (ABC).

They were not "as dishonourable as the ABC", but it had been intended to keep the ABC involved when they had not been prepared to pay the price for the product.

It had been quite clear that they had been trying to "white-wash" him. At the request of Mr Justice Slade, Mr Packer explained that a white-wash was

a very hungry insect that burrowed into wood but left the shell intact.

Mr Michael Kempster, QC, for the defendants, read to Mr Packer a letter from Jeffrey Thomson, the Australian Test player, announcing his withdrawal from the series. Mr Packer said he had not had such a giggle for a long time. It had come out of Grimm's Fairy Tales. The letter was "a masterpiece". Mr Thomson had still not returned the \$511,000 (about £6,500) advance payment he had received. Alvin Kallischarran, a West Indian player who had withdrawn, had returned his cheque.

A tape recording of the proceedings was played back during Mr Packer's evidence to confirm whether he had said that cricket matches without star players "will be" or "may be" less attractive. The recording reproduced the following passage:

Mr Kempster—Will they be less attractive?  
Mr Packer—I believe so, yes. Mr Kempster—In Australia the official Test will be less attractive?

Mr Packer—Yes, unless there is a compromise.

Ross Edwards, a former Australian Test player, who has come out of retirement to play for World Series Cricket (Mr Packer's organization), said the Packer matches would have a "quite considerable effect on the whole field of cricket". They would give an enormous fillip to the game in Australia and the rest of the world. The ban would be a "retrograde step".

The hearing continues today.

## Regular review urged of military use of Dartmoor

The Ministry of Defence was urged yesterday to aim for the progressive withdrawal of the military from the Dartmoor National Park. Mr John Cripps, chairman of the Countryside Commission, sought an assurance that the ministry will keep its requirements under review.

In a letter to the Secretary of State for Defence and the Environment, he suggested that

the Ministry of Defence should make every effort to moderate its demands, "with a view to progressive withdrawal".

Activities such as the use of live ammunition should be withdrawn first, Mr Cripps said. "We are not persuaded the military authorities will take action until they are expressly instructed to do so by Government."

## Headship of the Civil Service, 2: Postwar front runners who grew up together

### Some of the leading candidates for the succession

By Peter Hennessy

"The Civil Service is run by a small group of people who grew up together." An unnamed Treasury official quoted in *The Private Government of Public Money*, by Hugh Heclo and Aaron Wildavsky, 1974.

The postwar generation of civil servants, brought into government through the reconstruction competitions of the late 1940s, has already stormed most of Whitehall's citadels. Generally regarded as a vintage in the extended interview technique, pioneered by the War Office Selection Board, an infinitely better way of predicting future performance than the written examination to which, for reasons unclear, the Commons expenditure committee now wants the Civil Service to revert.

These latter-day "competition winners" are represented at the summit of the public service by Sir John Hunt, Secretary of the Cabinet, Sir Michael Palmer, Head of the Diplomatic Service, and Sir Douglas Wass, Permanent Secretary to the Treasury. Upon the retirement of Sir Douglas Allen, who fought in the Second World War but entered the board of the Treasury in 1939, the last great prize, the headship of the Civil Service, will fall to one of the new breed.

All the front runners for the post are now in their mid-fifties and entered Whitehall as assistant principals in the late 1940s and have known each other, at least, from the 1950s. Since scaling the top of the pyramid they will have spent several years in regular contact, arguing their departmental corners on public expenditure and a host of policy issues.

As the anonymous Treasury official rightly put it, they grew up together. It is post-war conditioning that explains the virtues and blemishes of the higher Civil Service, a far more potent factor than their social origins, schooling or the university training that has fascinated and misled several generations of critics since 1945.

Leading the field for the succession, as he has done since 1973, when the Head of the Civil Service at the time, now Lord Armstrong of Sanderstead, brought him back to the Civil Service Department as his number two, is Sir Ian Bancroft, Permanent Secretary to the Department of the Environment.



Sir Ian Bancroft: a prominent name.

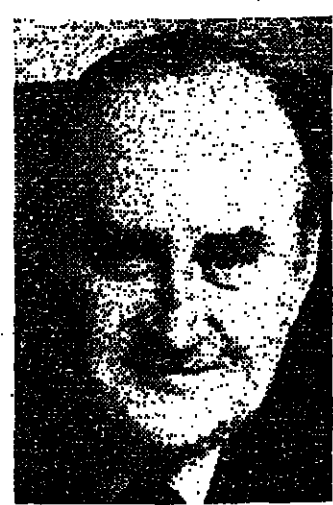
A cultivated man, with a soothing voice and a diplomatic turn of phrase, his conspicuous charm is occasionally ruffled when his hair appears in conversation or newspapers. Such speculation irritates him profoundly.

Whatever the final disposition on the bureaucratic chessboard when the Prime Minister has made up his mind on the shape of the central departments and the men to run them, Sir Ian's name will be prominent on the list for the headship. A Treasury man by background, he served Mr Callaghan as private secretary during his Chancellorship and could well have succeeded Sir Douglas Allen in Great George Street in 1974 had he not shifted to the management side of Whitehall work in 1968.

Sir Ian wrote most of the White Paper on the reorganization of central government in 1970, which spawned the Central Policy Review Staff and the giant departments of Trade, Industry and the Environment. He was sent to environment as an *esprit de corps* in the great conglomerate of Marsham Street, a task he performed with flair.

Sir Ian is much respected by his peers among the permanent secretaries and the Civil Service unions, who say that in negotiation he is "as smooth as an alabaster statue".

The only doubts expressed about him question his ability to deal toughly when necessary with his fellow heads of department, though his charm and the occa-



Sir Frank Cooper: toughness not in doubt.

sional impression of agonizing in private can be misleading. Those who have felt the cutting edge of his steel describe him as very much the mailed fist in the velvet glove.

The other front runner is Sir Frank Cooper, Permanent Secretary to the Ministry of Defence, a man whose toughness nobody has ever doubted. Perhaps the best operator in Whitehall, except for the clandestine agencies whose performance is impossible to evaluate, when it comes to hard cases like Ulster he made a highly unconventional mark as Permanent Secretary to the Northern Ireland Office during a very taxing period.

One of the reasons for that is Sir Patrick's superb performance during the politically charged atmosphere surrounding the renegotiation of Britain's membership of the EEC after Labour's election victory in 1974. Like most top men in Whitehall, Sir Patrick had his doubts about the wisdom of the enterprise, but, like the traditional civil servant he is, fulfilled the bidding of his political masters with conscientious efficiency.

He is regarded by his colleagues in the "Permanent Secretaries Club" as having the worst job in Whitehall, with a truculent staff side, the perpetually trying doctors' murmur of social benefits and a department whose two sides have never fused.

Sir Patrick's calm pertinacity make him the kind of man who will figure on the short list for the headship.

The third contender for the job, though he is not in the



Sir Patrick Nairne: "Worst job in Whitehall"

vanguard with Sir Ian and Sir Frank, is another former defence man, Sir Patrick Nairne, Permanent Secretary to the Department of Health and Social Security.

Like Sir Frank, Sir Patrick made a success of the policy and programmes job, the most demanding policy making post in the Ministry of Defence, before being seconded to the Cabinet Office as a Second Permanent Secretary responsible for European affairs.

Every inch the officer and gentleman, he none the less has many admirers among Labour Cabinet ministers, including the Prime Minister.

The two longest serving permanent secretaries, Sir William Pike at the Inland Revenue and Sir Kenneth Berrill of the Central Policy Review Staff, are names that have floated on the Whitehall air. But both must be regarded as highly unlikely choices.

The most striking feature of the whole exercise is the manifest unwillingness of the leading candidates to take the job. It is as if they are at present constructed. They have seen Sir Douglas Allen unhappy and wasted at the Civil Service Department. For reasons that will be elaborated in the final article, the office of Head of the Civil Service has been unusually vulnerable to a regurgitation of fortune. Sir Douglas inherited it at its lowest post-war ebb, and it has yet to recover. To be head of the profession is no longer the ambition of each and every "flier" in Whitehall.

Next: last head of the Civil Service.

machinery of government complicate the calculation enormously. At first glance the likelihood seems a strong one, the fewer intrusions are made into the status quo. Sir Frank Cooper, very much the adventurous, reforming choice, is the name that figures when the more radical alternatives loom large.

An "office of management and budget" solution, either within the Treasury or without, would probably find Sir Ian Bancroft in charge, thanks to his direct experience of "big money" at Treasury and his success in managing large blocks of manpower at Environment.

If Mr Callaghan plumps for "no change" in the shape of the central departments, it is possible that he could commandeer Sir Frank Cooper from Defence, as the man single-minded enough to effect change on the ground with the impetus of the expenditure committee report behind him, if not the extra spur of a new department of a public service commission from which to create it.

The Prime Minister, being the sort of man he is, will keep his own counsel and make up his mind alone. He could confound all expectations by producing a name that features on nobody's list but his own, somebody like Sir Peter Carey, who has proved a highly effective permanent head of the Department of Industry.

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Next: last head of the Civil Service.

## Concorde 'not a danger to ozone'

Fears that Concorde's flights could damage the ozone layer and thus lead to an increase in skin cancers received no support by a three-part report published on Monday.

Exhaust emissions of supersonic aircraft are having a negligible effect on the stratospheric ozone layer, the report, based on joint studies by Britain, France and the United States, said.

"The amount of ozone reduction which would be expected according to the most recent calculations is a small fraction of 1 per cent for a fleet of about 30 to 35 Concorde-like aircraft."

The report, published as a Department of the Environment publication, said that supersonic aircraft flying in the vicinity of the tropopause may actually produce small amounts of ozone because of the complex chemical reactions which take place. The effect of the future space shuttle flights is predicted to be minimal.

The tropopause is a narrow layer between the troposphere and the stratosphere. The troposphere is a layer of atmosphere extending from the earth's surface to about seven miles upwards from the earth's surface.

The report was not so optimistic about other potential causes of ozone reduction. Damage from aerosol propellants, said to be more difficult to quantify, it urged that more research should be done in those areas.

Tripartite agreement on Stratospheric Monitoring between France, the United Kingdom and the United States of America, 1976-77, Joint Report, Department of Environment, Stationery Office, £2.75.

Mr Belykh, a maintenance man, was found dead near the delegation premises at Highgate West Hill on September 24, the court was told.

Dr George Aspyrsky, of the Soviet Embassy, said a search was made for Mr Belykh when he failed to take a party on his fishing trip on September 22. He was last seen between 10 and 11 pm the previous night and had been in a party.

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## Legal aid proposed for families

By Our Legal Correspondent

An independent family legal service, funded by the Government, should be set up to provide legal advice and services to families and children in difficulty, the British Association of Social Workers has proposed.

In its evidence to the Royal Commission on Legal Services the association says that recent important changes in the laws on children and divorce necessitated the greater availability of specialized family legal services, but with minor exceptions no such development had taken place.

Advice to parents was almost invariably given by social workers who were likely to be employees of a local authority which was a party in the case. "There is no independent agency through which parents or children have access to appropriate legal expertise, or which can recommend them to a lawyer with a proper degree of competence."

The association also says that legal services available for children involved in hearings before the juvenile court were inadequate.

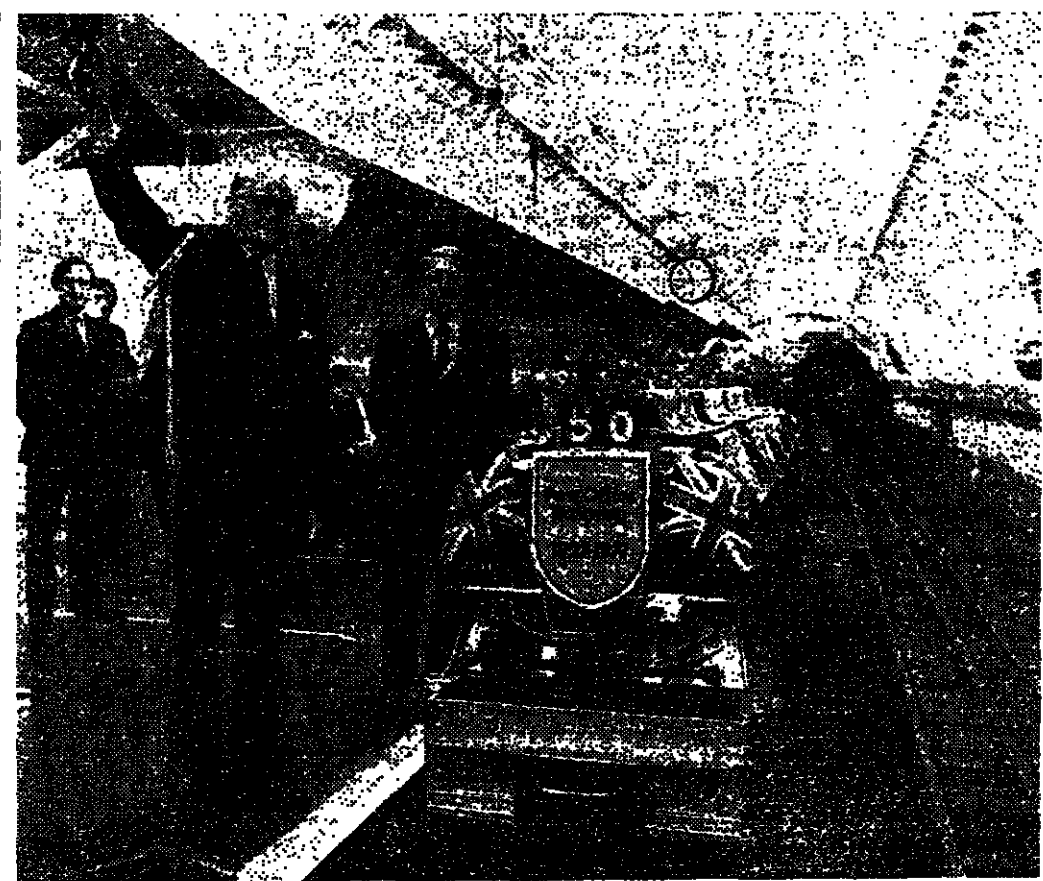
The proposed family legal service would employ full-time salaried staff with adequate legal training. Access to it would be free, and if necessary separate access would be provided for parents and children.

The service should also provide representation in the juvenile and domestic courts and in those higher courts concerned with family law.

The association complains generally about the difficulty which both social workers and their clients have in obtaining appropriate legal advice. "Only rarely, and then only in particular localities, can social workers refer clients to lawyers in the sure knowledge that they will receive interested, skilled legal help."

### Lavatory post delay

High Peak council is postponing employing a £100-a-week lavatory attendant in Buxton until it has studied financial estimates.



Post office rail jubilee: The Post Office underground railway celebrated its golden jubilee yesterday. The railway, which runs 70ft underground from Paddington to Whitechapel, has always been the world's only one of its kind. Its six and a half miles of track cost £1,500,000. That, in 1909, permitted an average speed in the West End of eight miles an hour. Now the average speed in the Oxford Street area is

## Farmland price rises to be investigated

By Hugh Clayton  
Agricultural Correspondent

Farmland prices rose sharply in the summer to a record level almost half as high again as that of a year before, the Ministry of Agriculture, Fisheries and Food said yesterday. That means that land prices have risen more than the cost of living while prices of much of what the land produces have been static or have fallen.

The causes of the rise will be investigated by the Northfield committee on ownership of farmland, formed last month by Mr Silkin, Minister of Agriculture, Fisheries and Food. Many farmers believe prices are

being forced up by the determination of financial institutions, like investment trusts and pension funds, to buy estates of the highest quality.

The institutions and their agents maintain that confidence in agriculture has been stimulated by better growing weather and support prices than last year and that farmers are pushing up prices by enlarging their holdings.

The ministry survey shows that the average price of land with vacant possession in England and Wales in the three months to September was £2,390 a hectare (£667 an acre), compared with £1,510 (£611) in the

corresponding months of last year.

The figures were compiled by the ministry's farm, forestry, service and the Agricultural Mortgage Corporation from sales of 17,100 hectares (42,300 acres), or less than a hundredth of farmland.

Only about a fifth of farmland in the United Kingdom is sold each year, and the price that small fraction makes determines immediate market values for the rest. Financial institutions own a small part of the total, but their influence is since the new licensing laws being between a sixth and a third of the amount sold.

## Opposition to parking charges plan

From Ronald Kerslaw  
Leeds

Yorkshire and Humberside Road Users' Group has criticized government proposals to give local authorities powers to impose charges for parking vehicles in private car parks at offices and factories. A document issued by the group says such powers would raise prices, adversely affect business and employment in cities and invade the privacy of the individual.

The document is in reply to the recent White Paper on transport policy, which put forward the view that local authorities should have more control over traffic regulation in their areas. The department said the parking proposal was one of several which the views of local authorities and others were being sought.

The road users' group, an association of industrial, commercial, motoring and freight-carrying organizations, maintains that the proposal would force businesses to move away from controlled areas causing irreparable economic damage and lead to price increases.

It believes the scheme would be enforced by inspectors with powers of arrest, entry into private premises, which would erode privacy and extend bureaucratic powers.

The group argues that it would be unprincipled to charge car park owners for the use of a public service which they originally provided at the insistence of planning authorities in order to obtain planning permission.

It believes that the scheme would be difficult to implement and do little to reduce congestion. "There is no evidence to show that the benefits would exceed the costs, both direct and indirect, arising from reduced business efficiency."

### Drinks on Sunday

A public house at Cowie, central Scotland, has been granted the first Sunday licence since the new licensing laws were introduced earlier this year.

## Minister criticizes councils over library spending

Local authorities were criticized yesterday for devoting too few resources to public libraries.

Lord Donaldson, of Kingsbridge, minister responsible for the arts, said at his centenary conference of the Library Association in London: "I am in no doubt that standards have been reduced in some areas, and that if this becomes a trend the effects will become more widespread and more serious."

Some city authorities have felt that past improvements had made possible a diversion of funds for more pressing needs or that libraries were a means of making more immediate savings than elsewhere. "While there is little or no scope for growth in the library service, planned resources should nevertheless afford some measure of protection."

The total number of unemployed in the library service last month was 166,156, all of whom would be eligible for courses under the programme, because they have been unemployed for longer than six weeks.

The circular says the kind of provision to be made under the programme will be determined mainly locally. However, continues, successful have been developed by some authorities, and the Department of Education and Science is preparing guidelines for course design.

Liberal and some Labour councillors have since disavowed themselves from the project, though the previous scheme had all-party support. There have been allegations of secrecy, and many have refused their own public inquiries.

A dispute appeared to arise three weeks ago. First, a city library in Cambridge was accused of not being a public library.

The recently published committee structure plan says that it should be a public library, and that the responsible council should be the City of Cambridge.

It arises from one of those issues which are forever being argued about the future of the city. Cambridge should assume the role of a regional shopping centre, a statement of the centre area, around Lion Yard, was designated for redevelopment, which has since been completed, to something less than total public satisfaction.

But an additional precinct was needed, it was felt, within the centre area, to attract a number of large multiple and department stores. The first thought was to build on one of the city's many open spaces, but those were either owned by university colleges which objected strongly, or had been sold with restrictive covenants.

Attention then turned to the Kite, an area of run-down Georgian and Victorian houses and shops within about half a mile of the city centre, which in 1964 was scheduled for comprehensive redevelopment. Much of it was still owned by Jesus College, and most of the remaining properties have since been acquired, and boarded up, by the city council.

The college and the council formed a consortium with Saini Properties to replace much of the area with a modern shopping centre, with a number of multi-story car parks and widened roads. The scheme was bitterly opposed by local residents, and a finding article described it as "a blight on the city centre."

County councillors in Northamptonshire are to be asked to reduce their expenditure allowances by 10 per cent in a £4.5m spending cuts programme.

## Wind changes again for The Kite of Cambridge

From John Young  
Planning Reporter  
Cambridge

Something must be done with The Kite, Mr Michael Milner, Cambridge City Council's planning officer, says, and few would disagree. But that something, he adds, can be done only "on a compromise basis" and "many people can and do profoundly disagree."

On Thursday the city council proposed again to address itself to an issue that, in one form or another, has persisted for the past 15 years. It is of more than parochial interest, not just because it concerns a famous and historic city, but because it raises the question of planning and what purpose the planning system is supposed to serve.

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SOME NEWS

# Powell warning that British police could be weakened by misuse of Army

Mr Evans  
Affairs Correspondent  
warning that costly and errors made in combat political violence in North-land might be repeated. Mr Powell, Ulster MP for Down, South of the Army had helped undermine the police. He thus serving the political of the organizers of ce. The mistake had cost of lives.  
hen anyone who has lived through the eight- day agony of Ulster stud- cent events in south Lon- in Birmingham and in agon, to go no further his mind cannot but be with foreboding.  
Powell's warning came in each released to the press not delivered because Conservatives at Bexley- South London, withdrew itation to him at the last nt.  
Powell also released con- dence showing that Mr Smith, the Young Con- vention chair- had agreed to October 4 date for the speech, but arrangements were being for a new venue to pre- any possible restrictions by cal party. Mr Reginald secretary of the consti- tutional Association, yesterday: "Any meeting o be authorized by the state, and approval for us was never sought."  
Smith had asked Mr 1 to refer in his press re- to the meeting as one of Bexleyheath Political, and not the Young Con- vention. But in a letter, September 26, Mr Smith said to cancel the meeting se of "unforeseen personal instances".  
the speech Mr Powell said community relations ry" was engaged in tel- for the nation of the commu- ties. The other was not so it imagined and in what farously called bringing together".  
went on: "No one ough surprised that this rous misconception of violence is propagated sedulously by members of lergy, above all bishops,

who, having deserted the study and preaching of the Gospel for the easier and more popular role of amateur politicians and sociologists, are more dangerous.  
"The key word in the vocabulary of this misconception is 'reconciliation', a term beloved of lay and clerical alike, and placed (alas!) even in the royal mouth by the Crown's confidential advisers."  
Mr Powell referred also to the "mistaken notion" that civil violence was caused by two communities quarrelling. He described how the overwhelming majority were made captive instruments of the organizers of civil violence.  
The process depended fundamentally on the division and differentiation of the community which made possible the enforced identification of individuals with one or other of the two sides. The secondary condition was the prospect that civil violence would succeed or appear to succeed in its professed objects.  
As long as that prospect existed, days in which some and interest the violent pur- ported to act were conscripted into some degree of tolerance or support of the violence rendered subjects to the charges and penalties of being traitors to their "own side".

On the basis of the doctrine that there were "two sides", the police were inevitably represented as 'taking one side against the other. That stage was already being reached in England, where the police were being held to blame for civil violence and accused of causing it or exacerbating it by their behaviour.  
"The attack on the police achieves in this way an early and important tactical victory: the essential object of civil violence, which is to turn upside down the respective roles of lawful authority and its enemies, by placing the former in the dock and the latter on the prosecutor's rostrum."  
The morale and self-confidence of the police depends upon the moral and self-confidence of the civil authority controlling it. Some- where along the line when the morale and self-confidence were progressively undermined there lay the point at which the police ceased to be adequate.  
The Army was not in fact committed in Ulster "in aid of the civil power" but was employed to keep "the two sides apart" and to hold the balance between them. As a result of that and of a successful attack on the police, it was employed to supersede and replace them. They were disarmed and relegated to a subordinate role.

Thus the Army had discredited further the very civil power in aid of which it was alleged to have been invoked.  
The true role of the Army in aid of the civil power was to act as a killing machine at the moment when authority in the state judged that order could no longer be maintained or restored by any other means. The Army was then brought in if necessary to perform the act of killing, albeit minimal, controlled and selective. Having performed this role, it is instantly withdrawn, and the police and civil powers resume their functions.  
Any departure from that proven role of aid to the civil power meant that the Army became a law unto itself, never to be an armed police force, whose very inappropriateness to the task signalled and emphasized still further the breakdown of authority. There were many circumstances, however, in which the police must have available arms at least as efficient as those used against them.  
In an England which is already and increasingly a divided and differentiated community we dare not avert our eyes or close our minds to what the experience of our fellow citizens 14 miles away across the Irish Sea ought to teach us."

## Dublin shelves controversial terrorism law

The strongest and most controversial of the Irish government's anti-terror regulations is to be shelved. Mr Lynch, the Prime Minister, and his Cabinet decided yesterday that the section of the Emergency Powers Act that allows police to hold terrorist suspects for up to seven days without charge should be allowed to lapse later this month when it becomes due for renewal.  
The decision stops short of scrapping the power altogether and it will be open to Mr Lynch to revive the measure if he considers it necessary to curb a threat of subversion.  
After October 15 police will have to revert to holding suspects for a maximum of 48 hours under the Offences Against the State Act.  
Mr Lynch is believed to have

reld Mr Callaghan of his intention when the two leaders met in London last week. Government sources in Dublin have emphasized that the move in no way reflects any lessening of the determination to wipe out terrorism.  
The legislation was among a package introduced by the previous Irish government a year ago after the murder of Britain's Ambassador to Dublin, Mr Christopher Ewart-Biggs. It was opposed at the time by Fianna Fail, which is now in power and has often been condemned by civil rights organizations and other groups.  
Opponents of the regulation claimed that it was ineffective and that despite hundreds of arrests there had been few successful charges. It had also been argued that the length of

permitted detention has led to accusations of brutality against the police.  
The Cabinet made no decision yesterday on a demand from Amnesty International for a full inquiry into the allegations. The likelihood is that there will be no government investigation.  
Another statement about the lapsing of the seven days' rule was made within the next fortnight. The matter is subject to ministerial order and does not need approval by the Dail.  
A brief statement after the Cabinet meeting did not indicate whether the state of emergency declared by the coalition government at the same time as the anti-terror laws would be revoked. It is expected to continue.

## Vicar's complaint against Army

# Soldiers 'used Armagh church as a billet'

From Christopher Walker Belfast

An official police investigation was launched yesterday into the circumstances surrounding the billeting of an Army undercover squad of seven men inside a small Protestant church in the south Armagh village of Jonesborough.  
A formal complaint was made by the Church of Ireland vicar of the parish, the Rev Maurice Noel, who found himself locked out of his church when he went to celebrate Communion last Sunday morning. He told me last night: "I was disgusted by the whole episode. I have never seen a church in such a filthy and abused state. What is more, I am very worried that local people will think that I am allowing my church to be used by the Army, which I am not and never would."  
The bizarre series of events began at 7.45 am on Sunday when Mr Noel and four parishioners arrived to hold the once-monthly Communion service in the nineteenth-century church. Unluckily for the troops, the date of the service had been scheduled at the last minute to a week earlier than usual.  
When I tried to open the main door I found that it was jammed from the inside", Mr Noel explained. "One of my parishioners then managed to climb in through the vestry window and found that seven soldiers had been sleeping inside."  
"The building was in a shock-

ing state and it made me feel very sick at heart. There were cigarette butts all over the place, palliasses on the floor, jackets hung over the back of pews, and a delf chamberpot on the vestry table full of urine. It was obvious that they had been in there for two or three nights."  
The church sits perched on the edge of the winding Irish border in an area that is notoriously strong republican territory. It is a small granite building and is used by the handful of Protestants still living in the district.  
According to Mr Noel, the soldiers told him that they thought the church was derelict. "I just do not see how they could have believed that", he said. "My cassock, surplice and stole were hanging in the vestry cupboard. There was also a prayer book on the altar, a Bible on the lectern and hymn and prayer books on the desk and in the pews."  
Mr Noel maintained that the soldiers asked him to wait outside the church while they collected their equipment, but said that he had refused to move. He has since referred the incident to his solicitors as well as complaining officially.  
The Army last night refused to comment on the incident until the police investigation had been completed. An army officer said that the soldiers involved were serving with The Queen's Lancashire Regiment, and firmly denied local suggestions that some might have been members of The Special Air Service Regiment.

"I'd planned to have enough. But these days I have to have some help."

When you've once known a reasonable standard and have saved for your retirement, what can you do when inflation makes a mockery of all your careful planning?  
You can turn to the Distressed Gentlefolk's Aid Association.  
To begin with, the DGAA will understand. Although they have 13 Residential and Nursing Homes, they know that people want to stay in their own homes for as long as they can cope, keeping their friends and the roots they have put down over the years.  
So, the DGAA helps with allowances. They send clothes parcels. They remember Birthdays and Christmas. They help with a little extra when a crisis upsets a tiny budget.  
Please help the DGAA with a donation. And please, do remember the DGAA when making out your Will.

## DISTRESSED GENTLEFOLK'S AID ASSOCIATION

Vicarage Gate House, Vicarage Gate, Kensington, London W8 4AQ  
"Help them grow old with dignity"

Russian  
after a  
drunk

## Ulster deadlock unlikely to yield quick results

Our Own Correspondent  
in attempts to break the al deadlock in Northern Ireland getting under way fast this week, but gov- nt officials hold out little if an early breakthrough. erday Mr Airey Neave, tion spokesman on Ulster, private meetings with enatives of the mainly

Roman Catholic Social Demo- cratic and Labour Party and with leaders of the Alliance Party. Today Mr Mason, the Secretary of State, will hold separate talks with a delegation from the Official Unionist Party, headed by its leader, Mr Harry West.  
Both the Government and the Opposition are anxious to discover whether any basis exists

for a new round of inter-party talks aimed at setting up a new local government body as a step towards full devolution.  
Until now one of the main obstacles to any agreement on a form of administrative devolution has been the attitude of Mr West. He has adamantly demanded a return to fully devolved government based on the majority Convention report.

It is known that important figures among the Official Unionists, the largest single party in the province, reject that view, and favour a more gradual approach by means of administrative devolution. Indications of the strengths of the two sides are expected to emerge when the party holds its annual conference in an Ulster seaside resort at the weekend.

## JPs told of film in John Peel case

From Our Correspondent Wigan

One of the three men accused of damaging the headstone of John Peel, the hum- man, was alleged, Wigan Magistrates' Court, Cumbria, yesterday to have tried to destroy three prints in his camera, but one of them survived. It was said to have enabled the police to trace one of the three men.  
The three men, who elected to go for trial, are David Hough, aged 48, of Farriers Road, Middle Barton, Banbury, Oxfordshire; Michael Huskisson, aged 23, a postgraduate student, of Blacksmith Close, Huntingdon; and Gary Treadwell, aged 21, unemployed, formerly of Ridge Close, Nulley, Sussex, and now of no fixed address. They are charged with causing criminal damage to the headstone of John Peel at Calbeck on January 23.  
Det. Sergeant Robert Robinson said the police found the camera at Mr Huskisson's flat. He asked Mr Huskisson to remove the film and Mr Huskisson pressed a button, which opened the camera and exposed the film. Mr Huskisson admitted opening it because he did not want him to see what they did.  
He alleged that Mr Huskisson added: "I do not agree with what was done at Calbeck. I did not do it and I would not do it."  
Mr Huskisson would not say what he was doing or where he was during the weekend of the incident and added that it was the practice of hunt saboteurs not to say anything. Later he was alleged to have said that the desecration of the grave had nothing to do with the saboteurs' association because anything like that would give them adverse publicity.  
Sergeant Robinson said that the print that survived when the camera was opened was partly damaged, but from it they managed to trace Mr Treadwell. He was on the picture with another man, and from graffiti on a wall they found that the photograph had been taken in a car park at Worthington.  
In Mr Treadwell's bedroom they found a number of anti-blood sport poems and a newsletter called the *Sobbing Times*, which contained reference to John Peel, and a scrapbook entitled *Confessions of a Saboteur*. That contained two pages of newspaper cuttings relating to the desecration of the grave. Mr Treadwell has said the scrapbook was his.  
Mr George Todhunter, of Calbeck, the local undertaker, said the camera was broken with a sharp instrument and his bill for repairing it was £71.75.



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Peter Stirling, manager of the London Smoked Salmon Co, displaying a 25lb salmon to emphasize the size of a 12ft, 507lb sturgeon caught by a Lowestoft trawler on the Dogger Bank.

## Scientific signs post

anabel Ferriman  
Bernard Dixon, aged 39, resigned the editorship of magazine, *New Scientist*, he has held since 1969. id yesterday that he had invited to withdraw his ation but had refused. ould not disclose the  
Dixon, author of *What is a For?* and *Magnificent es*, has witnessed a growth in the magazine's rion during his editor- in its present 67,000. Its Kingdom readership has to 520,000, overtaking f *The Economist*, now said yesterday: "I have d but the matter is still discussion."  
re becoming editor of cientist he was the maga- deputy editor and before assistant, and deputy of *World Medicine*.

## Lady Seear to be Liberal spokesman on jobs

By Our Political Staff  
A reshuffle in the Liberal shadow administration was announced yesterday after the resignation last week of Mr Cyril Smith, MP for Rochdale, as spokesman on employment.  
The new employment spokes- man is Lady Seear, who will also continue as spokesman on prices and consumer protection.  
Lord Avebury is appointed energy spokesman to succeed Mr Jo Grimond, MP for Orkney and Shetland, who had asked some time ago to be relieved of the post when it was convenient to Mr Steel, the Liberal leader.  
"He will cease to hold any portfolio", Lib- eral spokesman said yesterday, "but his party's most senior figure, will take an interest in a variety of issues."  
Lord Avebury will continue to assist Mr Emylyn Hooson, QC, a spokesman on Home Office matters on race relations and immigration policy. Mr David Pennington, MP for Truro, will assist in the Com-

mons on employment and energy matters.  
Club meeting banned: Mr Grimond, President of the Scottish Liberal Club, Edinburgh, and other office bearers were banned by Lord Steel in the Court of Session yesterday from holding an extraordinary meeting on Friday.  
An interim interdict granted by Lord Steel also prohibits the office bearers from considering three motions to dissolve the club and distribute assets among members.  
The action was raised by three members, Mr Alan Blair, of Union Street, Greenock; Mr John Lawrie, of Greenhill Terrace, Edinburgh; and Mr Ian Esher, of Strathmore Avenue, Kilmarnock. They sought a ruling that alteration of the club rules without the unanimous consent of club members is illegal.  
They believe that a purchaser has been found and that proceeds would pay the club's debts and leave it with £100,000.

## Education budget underspent by over £1m

r Education  
pendent.  
unexpected windfall of £1m has been dis- in Oxfordshire's educa- budget. But teachers died angrily yesterday to unity's refusal to commit to use the money to in- staffing ratios.  
finance and general pur- subcommittee of the council's policy, and ce committee presented art showing underspend- year of £1,019,000.

The Nation Union of Teachers is still applying sanctions by refusing to cover for absences or to teach "oversize" classes in protest over the poor pupil-teacher ratios in the county. They are 25.2 in primary schools, generally, and 18.1 in secondary schools (17 in England and Wales).  
At the end of last term members of the union in 36 selected schools in Oxford struck in protest against the county's deci-

sion to cut the full-time equivalent of 344 teaching posts in its schools this September in order to achieve a saving of £3m in this year's education budget.  
A threat to resume the strike this term was dropped when the county council guaranteed permanent posts to about 36 teachers on fixed-term contracts who had been threatened with redundancy in September. The other teachers involved in the cuts had been either redeployed or had left voluntarily.



## LABOUR PARTY CONFERENCE/BRIGHTON

## 'Back us or sack us' Mr Callaghan challenges party and nation

At the next general election, whenever it was, the Labour Party would fight as an independent party with its own programme and manifesto, seeking an outright majority, the Prime Minister told the party's annual conference in Brighton yesterday.

Mr Callaghan, who received a standing ovation, said the parliamentary agreement with the Liberals—and he paid warm tribute to Mr David Steel, the Liberal leader for the spirit in which he had conducted affairs under the agreement—had given the country a period of political stability on something longer than a mere day-to-day existence.

He called for a united Labour movement both to propound their own policies and to expose "the chaos and cynicism of the Tory alternative". He considered that at the next election Labour would have to win the confidence of the two central issues of jobs and prices.

On jobs, he announced there was every prospect of a major contract for the sale of 24 ships to Poland, and he promised that high priority would be given to the construction industry in any stimulus to the economy.

As for devolution, he gave the Parliamentary Labour Party its marching orders, indicating there would be a continuing motion on the two Bills covering Scotland and Wales to ensure their passage.

When the Bills and the Government were presented to the House, the Cabinet would expect them to be fully supported by Labour MPs.

He pleaded for the Government to increase the 10 per cent limit on earnings increases, asking that those responsible for negotiations should take into their calculations the promise of further action this autumn and next year to reduce taxes.

"Either we must have a change of government, or we must have a change of policy," he told both sides of industry.

Thanks to North Sea oil they could see a better future than they must use the opportunities presented to become the master of events, never again that in the present of opportunity.

Mr Callaghan said the party did not command a majority in the House, but 42 new statutes had been passed, including the coal industry Act, underpinning that industry's future and the nationalisation of the shipbuilding and aircraft industries, relieving thousands of jobs, and the agricultural rent Act, consigning such time-consuming disputes to history.

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Tory policy, however, was for an end to food subsidies, to mechanisms to protect or advise the consumer in common agricultural policy negotiations, and to "strictly low prices" in foodstuffs.

"The challenge to our movement is to expose the Tory frauds they are: the party that printed conference money, the party that deliberately allowed the money supply to run out of control and which was finally ejected from office with a massive balance of payments deficit, and with inflation stacked up in the pipeline to choke the economy."

"We should expose the double talk of people like Geoffrey Howe (Shadow Chancellor) who warns us not to stimulate the economy but then tenses the absence of growth in manufacturing industry and investment. We should remind people who it was in the middle of the 1974 election and newly provided a 5 per cent wage increase to 9.5 per cent. Well, we are not only keeping our promises, we are keeping theirs as well." (Laughter.)

They should expose the reactionary elitism of Conservative education policy and the joint control of Mr Rhodes Boyson and Mr Norman St John-Stevas. One wanted to run the school-leaving age, the other wanted more privilege in education—a combination of Wadford, Squeers and Barlow-Woodhouse.

Labour needed a vigorous, active and united party, strong in membership, and strong in the Tory challenge. One issue that had weakened Labour unity had been the dissensions over EEC membership. He had suggested to the national executive committee that after they had all listened to the arguments on the EEC this week, Cabinet ministers and NEC representatives should meet in the autumn to work out a programme of action to be met by cloudy promises.

Thus Labour would again be the only major political party to which the British people could look for the prospect of changing those features of Community membership that caused dissatisfaction with the way it was working for the development of the Community and the growing unity of Europe.

Mr Callaghan said he had been away from his recent visit to Scotland once more convinced that the historic challenge of the Labour Party must never be repeated. There could be no carefully revised sectoral programme to be met by cloudy promises.

"We are opposed to racialism, we are opposed to discrimination, we are opposed to the use of force to ensure that all our citizens, irrespective of race or colour, have the same rights and equality of protection under the law. On this we cannot compromise."

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The agricultural debate on Monday had demonstrated the party's commitment to the welfare of the industrial cities, and the Government would make a positive contribution to the study group that conference had agreed to establish.

Mr Callaghan warned political commentators not to mistake the nature of conference debates or the criticism of the Government uttered from the floor. They should understand that the conference wanted to work wholeheartedly to improve the Labour government's security in power.

Reports by Alan Wood, John Winder, Bernard Withers, Geoffrey Browning and Brian Moore, of our Parliamentary Staff

a different approach if ever there was a Conservative government. Such nudges and yanks may keep the stone-age wars on her own back benches quiet, but it is an irresponsible deception of white Rhodesians that could lead them further along the road to disaster.

After months of careful, patient and precise work, in close cooperation with the United States as well as with our European partners, and with the international community, including the front-line presidents in Africa, the Government has launched a new initiative on Rhodesia: an initiative with no less an objective than an independent and non-racial Zimbabwe under majority rule in 1978.

It was motivated by only one British interest, that of seeing an orderly and peaceful transfer of majority rule with secure future for both black and white. "Those who see in it some plot of British imperialism are chasing shadows. If there are imperialists on the continent of Africa, they are certainly not British. We are seeking to end the imperialist's final obligation, not to recapture the long-lost glories of empire."

The search for peace in Africa was presented in a session of the Cabinet would expect them to be fully supported by Labour MPs.

He pleaded for the Government to increase the 10 per cent limit on earnings increases, asking that those responsible for negotiations should take into their calculations the promise of further action this autumn and next year to reduce taxes.

"Either we must have a change of government, or we must have a change of policy," he told both sides of industry.

Thanks to North Sea oil they could see a better future than they must use the opportunities presented to become the master of events, never again that in the present of opportunity.

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At the next election—ah, the next election—(Laughter.) "Perhaps I ought to make it clear I agree wholeheartedly with Mr Healey's comments on the next election, both the authorized version and the revised version." (Renewed laughter.) "However, he is quite right, it will come next year, or if it does not come then it will come the year after." (Loud laughter.)

"At any rate, whenever it comes, the Labour Party will fight as an independent party with its own programme, our own manifesto, our own platform, and we shall seek outright a majority from the electors at the polls." (Applause.)

The Tory party had an insatiable craving for power and when they were in opposition they were in opposition to the Labour Party. At present they could see nothing but their own short-term interests. They lashed out in all directions and they tried to make the national interest could be put into suspense when a Labour government was in power.

"I deeply regret, for example, that at this delicate moment Mrs Thatcher, the Leader of the Opposition, should have the impression that somehow the Rhodesian leader, Mr Smith, could expect

Reports by Alan Wood, John Winder, Bernard Withers, Geoffrey Browning and Brian Moore, of our Parliamentary Staff



## HOME NEWS

## Benn attack on Labour prime ministers' intolerable' patronage

By George Clark  
Political Correspondent

The intolerable level of patronage exercised by Labour prime ministers was attacked on Monday night by Wedgwood Benn, Secretary of State for Energy, when he attacked prospective Labour leaders at a meeting of the Parliamentary Association in Brighton.

Benn sought to turn the spotlight on the subject of the selection of MPs to whom he thought deserved greater attention: the range of powers of a prime minister, the selection of the House of Lords, and the operation of the flow of information that was being blocked by operation of the official system.

He cannot have a democratic system in our movement, our Government while we are in the intolerable level of patronage which still characterises our conduct of affairs," said Sir Harold Wilson, the Prime Minister, in his speech. "The Government of the day had set himself the task of destroying the system put in place by Richard Crossman. Britain was advancing to a new system of government."

Harold had said that a minister was an equal in his Cabinet colleagues. Mr Benn agreed it was true in his experience he had a majority of ministers to yield to the power of a prime minister. "It is not the power of a prime minister," he added, "it is the power of a prime minister's appointees and secretaries of State."

Mr Benn said, one had to be watchful to ensure that the partnership worked properly. "We do not want our policies to emerge like the Pope's choice in the Sistine Chapel by smoke coming from a chimney telling us that the alternative economic strategy has perished in the fire."

Benn reminded his audience that it took 40 million to elect 365 members of the Commons. But the past seven prime ministers had appointed 750 peers, each with a vote in Parliament.

The Labour Party, he said, must make one of its objectives the substitution of a better system for that process of selection by political patronage to appointments without responsibility. That was vital if decisions made by the Labour conference and by the electorate were to be effectively carried through.

Mr Benn criticized the Civil Service for its influence in holding back the implementation of Labour Party election promises. "I have never secured a single victory for anything I wanted to do in Whitehall unless I was able to harness the Labour movement behind me to secure that success," he said.

Other proposals had not been carried through under the Labour Government because, lacking a united movement behind them, they had been bypassed in Whitehall. "I have never secured a single victory for anything I wanted to do in Whitehall unless I was able to harness the Labour movement behind me to secure that success," he said.

Calling for a reform of the official secrets Acts, and the freer flow of information between ministers and MPs and the party, and between ministers and ministers, Mr Benn said: "How can Labour MPs discharge their responsibilities unless they have access to information which government policy is based on?"

On the flow of information between the Government and the Opposition, Mr Benn said, one had to be watchful to ensure that the partnership worked properly. "We do not want our policies to emerge like the Pope's choice in the Sistine Chapel by smoke coming from a chimney telling us that the alternative economic strategy has perished in the fire."

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## WEST EUROPE



**Kidnap appeal:** Swiss police and the five-year-old heiress to a Bolivian tin fortune, are maintaining silence about contacts with her kidnappers, as requested by Graziella's parents in a television broadcast (above). Police fear that Graziella, who was abducted in the

driveway of her parents' home in a Geneva suburb on Monday morning by two armed men, "may be the first victim in a series of kidnappings." A complete blackout on news was requested by Graziella's parents in order not to jeopardize contacts with the kidnappers, and a police source

claimed that excessive publicity might incite potential kidnappers to select more targets among Switzerland's wealthy foreign community. "We want to prevent the wave of kidnappings which has plagued neighbouring countries from spreading to Switzerland," the official added.

## M Barre emphasizes majority's loyalty to private enterprise

From Ian Murray  
Paris, Oct 4

Mr Barre, the Prime Minister, paid homage to the role of free enterprise in France today in a speech that strongly contrasted the Government's views on the economy with those of the Union of the Left.

With one eye to the problems the Left is having in reaching agreement on nationalization, he told the Paris Chamber of Commerce and Industry. "We must come out of the crisis in such a way that France can be a modern country, a democratic country, a country of private undertakings."

Still looking towards the elections, he spent some time reviewing the unemployment problem, which he termed an economic issue. He drew attention to the fact that the latest figures show

that the number of jobs on offer have risen, although few workers have come forward to take them up. The employers have promised to make 250,000 jobs available by the end of the year.

"We must put an end to this absurd situation where the employers cannot find manpower, while the statistics show there are more than a million unemployed," Mr Barre said, adding that both professional and geographical mobility of labour were essential.

While the Prime Minister was promising to fight any recession and reestablish the economy, the Communist Party's views were being put forward in L'Humanité by the Economic Editor, M Jean-Pierre Gaudard. Once again he spoke out the differences be-

tween his party and the Socialists on nationalization. The Communist idea would be to nationalize 729 concerns with 510,000 employees, he said, while the Socialists' intention of nationalizing 227 firms would involve just 280,000 people. This halving of the programme would halve the economic viability of the scheme, M Gaudard complained.

The national secretary of the Socialist Party, M Claude Estier, told the Foreign Press Association last night that the Communist Party had now got the political will to refuse an agreement on the common programme, because the programme would do more for the Socialists. Party than for the Communists. Nevertheless, he was still confident that the left would reach an agreement

## W German press accused of witch hunt

From Patricia Clough  
Bonn, Oct 4

Herr Heinrich Böll, the Nobel Prize-winning author, today accused West Germany's powerful right-wing press of conducting a witch hunt against intellectuals. "The symptoms are dangerous," he told me. "I do not know how the situation will turn out."

Herr Böll's warning follows a wave of attacks by the press and politicians against left-wingers and intellectuals after the terrorist kidnapping of Dr Hans-Martin Schlesier, president of the Industries' Federation, a month ago.

The attacks are aimed against sympathizers who help and protect terrorists, but in many publications the term is extended to cover a vast range of left-wing opinion.

Various publications, he said, were "quite obviously conducting a witch hunt against intellectuals." The campaign was being "carefully conducted by the influential right-wing Springer Press, which accounts for 27 per cent of the newspapers printed in West Germany each day and whose sensational tabloid *Bild* is read daily by about 12 million people.

But he also pointed to other publications such as the weekly illustrated *Quick*, which recently wrote that people such as Herr Böll were "more dangerous than the Baader-Meinhof terrorists."

A serious result of the campaign, in Herr Böll's view, was the cancellation of an invitation to the Catholic authors, Frau Luise Rinser, to read from her own work at an evening school in Garmisch-Partenkirchen.

Local people had protested that the event might draw terrorists and dangerous leftists. *Quick* that week had branded Rinser as a "sympathizer." That was the direct result of the magazine story, Herr Böll said. "It demonstrates that a witch hunt is in progress."

Herr Böll felt the effects of the atmosphere building up here personally last week when the Cologne home of his son Rene was searched last week by police looking for terrorists. Rene, an artist, is not involved in politics although he dresses in Bohemian style which a lot of people here do not like.

Herr Böll learnt also that a flat he had lived in eight years earlier had also been searched. Both raids were prompted by anonymous telephone calls.

Herr Böll traces the "witch hunt" back to what he sees as a traditional misunderstanding of the Germany of the role of literature. "People cannot get used to the fact that literature is almost by its very nature critical. This is taken for granted in England."

He admits that he and others may on occasion have said some foolish things, "but to accuse us of being the fathers of terrorism is absurd."

They are particularly concerned that the national commission that is to define its use should be appointed solely by the Government. The Communists, declaring that such a system could be "a front line weapon in the service of a police state," have put down an amendment speaking of the risks of bureaucracy and the dangers posed to democracy and liberty by the dossier.

The Government hopes to prevent any misuse of *Safari* with the law. The Opposition fears that misuse will be inevitable.

## Bold Jenkins plan to refloat economic union

From Michael Hornsby  
Brussels, Oct 4

A bold, and in current conditions perhaps quixotic, attempt to relaunch the EEC towards economic and monetary union (EMU) is being prepared by the European Commission. Mr Roy Jenkins and his staff are working on proposals which are to be put before EEC heads of government when they hold their next summit meeting in early December.

Ideas are still sketchy at this stage, but the Commission hopes to produce a draft document in circulation sometime next month. However distant the prospect of full realization of EMU may be, Mr Jenkins is understood to be determined to counter the rapidly spreading conventional view that attempts to move towards it are Utopian and doomed to failure.

Indeed, the Commission will argue that EMU is now more necessary than ever. For two principal reasons, first, the prospective addition to the EEC of three relatively backward Mediterranean countries, which threatens to widen still further the already wide divergence of economic performance within the Nine.

Regional disparities need not be an insuperable barrier to EMU, Mr Jenkins believes, and he points to the example of the United States. He accepts that this implies a transfer of resources from the richer to the poorer regions of the EEC on a scale much greater than member governments appear ready to contemplate at present.

But the Commission has been encouraged by recent studies, in particular by the so-called MacDougall report, which suggest, for example, that differences in per capita income within the Community could be reduced by as much as 40 per cent by annual expenditure of less than 4 per cent of member states' gross national product.

In any event, Mr Jenkins believes that, unless some

great effort is made in this direction, enlargement can only turn the Community into an altogether looser form of organization, a development which certain member states, such as Britain, might be quite happy to see. He feels that those who take that view should be made to come out into the open.

In the second place, the Commission believes that member governments are coming increasingly to realize the drawbacks, or at best the limited temporary advantages, of the system of floating currencies which has prevailed in recent years. Exchange rate risks, the Commission argues, are an important factor inhibiting governments from reflation and thus one of the reasons for the flagging economic recovery.

Some move towards fixed rates, possibly based on a more flexible version of the EEC's existing but badly eroded Joint Currency Float (the so-called Snake), must in the Commission's view be the starting point for progress towards EMU, coupled with some centralization at the EEC level of control over money supply and budgetary policy.

The main mistake in the past, it is felt here, was to assume that EMU could be achieved all at once (the original goal of 1980 is now accepted as hopelessly unrealistic). But the Commission none the less rejects the pragmatic British view that sort of monetary disciplines envisaged can only be contemplated after a long, evolutionary period of gradual economic convergence.

Instead, Brussels thinks, it is important to reaffirm the EEC's basic commitment to the EMU's fundamental plank in the construction of Europe, to set realistic medium-term objectives and also to take some immediate action to point national economic policies in a more convergent direction.

## New approach to treating jaundice in babies

From Pearce Wright  
Science Editor  
Stockholm, Oct 4

A remarkable series of experiments with some of the most poisonous metals, that in tiny but repeated amounts damage the liver, heart and kidneys, has opened a new approach for treating jaundice in babies, avoiding harmful side-effects in young children who are more sensitive to certain drugs than adults.

An investigation of the effect of traces of these toxic metals including cobalt, copper, cadmium, lead, mercury, tin and nickel—has provided a new insight into the reason why the substances have such a potent biological action.

Reporting these findings to senior academic research workers at a special meeting organized by the Menarini Foundation at the Swedish Society of Medical Science, Dr M. Malmgren showed where this work could be of a value to clinical research workers.

Dr Malmgren gave a paper prepared jointly with Dr A. Kappas, work at the Rockefeller University, New York. The study explored the behaviour of trace metals in the body. What it shows is that trace metals are not simple poisons because, in specific concentra-

tions, they can regulate important biochemical processes. One of those processes is the formation and the breakdown of heme, the oxygen-carrying substance of the blood which contains an atom of iron at the centre of each molecule.

The mechanism of control involves an elaborate series of chemical reactions in which the addition of a trace metal alters the efficiency of the process. Particular enzymes which in turn govern the rate of synthesis of heme and the rate at which it breaks down by giving up its oxygen, are changed by trace metals.

The relevance of this to medicine, Dr Malmgren explains, is linked with the fact that in the first two weeks after birth, babies use their heme face to 10 times more rapidly than adults. The process of breakdown produces the compound bilirubin, which in turn has to be excreted in another enzyme control reaction because it is a poisonous agent and produces jaundice.

The poisonous substance accumulates if the breakdown mechanism is too fast or if the excretion one is impaired. Methods of retaining the best breakdown and excretory systems by ensuring the absence of interference from trace metals was discussed.

## Recording produced in dispute

Our Correspondent

Our Correspondent's story in Mrs Barbara Langley, seen worker, went to a meeting with her employers in her future after returning to work after a 10-week absence through illness, she failed in her headbanging a tape recorder. It did what was said during the interview, after which she was told yesterday, a tribunal was held yesterday.

Employers remained until the conference on tape until the tribunal, when Mrs Langley, 52, of Huthcote Close, 44, new Middlewich, fire produced the tape to back up her claim for dismissal against BP Cals Ltd, of Snadbach, here.

John Haslam, the chair said: "You have sprung a surprise on us. It is some like a Perry Mason drama."

A tribunal listened while Langley played back parts from the recording, a majority decision, it told her claim and said that she was dismissed without any being applied."

Haslam said: "We do think that is a proper way of conducting matters between employer and employee."

Langley claimed that she was forced to resign and that amounted to "constructive dismissal."

## Pickets at Heathrow unsuccessful

By Our Labour Reporter

Air traffic control assistants had only limited success yesterday when they started to picket the airport's cargo terminal in the hope that drivers sympathetic to their dispute would refuse to deliver goods for export.

Although some drivers turned back, many others, they discovered, were self-employed and did not belong to any union. Senior officers of the assistants' union, the Civil and Public Services Association, were hoping that their extended action would lead to new negotiations over their grievance.

In spite of losses to British Airways, the Government has refused to concede a pay claim on behalf of the 850 assistants.

The union has maintained all along that its claim was successfully negotiated before the introduction of pay policy.

Thomas Thompson, a civilian, also of Rushden.

Three policemen sent for trial

Three policemen were committed for trial by magistrates at Wellingborough, Northamptonshire, yesterday charged with stealing shoes from a footwear factory.

Police sergeant John Earnshaw and Police Constables Paul Chepman and Roger Fulbrook, all stationed at Rushden, were charged along with

## Kidnappers cut ear of victim

Reggio Calabria, Oct 4

Italian police today surrounded a country house and freed a kidnap victim who had had the lobe of one ear cut off by his captors.

About 50 carabinieri fired in the air outside the house near Reggio Calabria and their chief told the abductors to come out with their hands up.

The kidnapped man, Signor Giuseppe Lupino, aged 20, emerged in poor condition, helped by a peasant woman, according to the police. Six men alleged to be his captors were arrested.

The police operation to free Signor Lupino took place near the rugged Aspromonte mountains, which many Mafia criminals use as a hideout.

According to unconfirmed reports, the abductors demanded a ransom of 500m lire (£320,000) after kidnapping him on August 30. His father paid about 70m lire (£45,000). But the bandits wanted more and applied pressure on him yesterday by leaving a package containing the lobe of his son's left ear by a roadside and telling him where to pick it up, the police said—Reuters.

## Correction

A report from Vienna in *The Times* yesterday said that Austria is to introduce a transit tax on all those passing through the country by road. In fact the tax is proposed on all commercial loads over four tonnes.

## Hopes dashed for end to Basque violence

From Our Correspondent  
Madrid, Oct 4

Hopes that the Basque separatist organization ETA might give up violence were dashed in Bilbao today when the underground movement claimed responsibility for a bomb attack on Saturday at the construction site of a nuclear power centre at Lemona.

A spokesman for one ETA faction said in a newspaper interview on Sunday that his group would stop collecting "revolutionary taxes" from businessmen and would relegate the armed struggle to a secondary position in order to offer active political support to leftist parties. However, it is now plain that this decision does not affect the other factions of the much-divided extremist organization.

The ETA—or part of it—formed the Basque nationalist newspaper *Deia* in Bilbao today that it had placed the

bomb "in solidarity with popular demonstrations against the nuclear station."

The bomb damaged an electrical transformer and the small building housing it, next to a cantina for construction workers. No one was hurt.

In other violence in the Basque country, an organization calling itself the International Anti-Communist Group claimed responsibility for a petrol bomb attack on the San Sebastian headquarters of the Basque Communist Party. It threatened "new actions tomorrow."

Basque political parties and trade unions are planning big demonstrations in northern Spain on Friday, the 41st anniversary of the founding of the autonomous Basque government. Friday is also the day on which a proposed law on amnesty is to be debated in the Parliament in Madrid.

## Vineyard bomb injures grape pickers

Bastia, Corsica, Oct 4

Three Moroccan grape pickers were seriously injured today when a bomb exploded in the vineyard where they were working.

The French co-owner of the vineyard was slightly injured. The bomb was placed on an automatic grape-sorting machine.

Police said the attack, the first of its type to cause serious injury in Corsica, was thought to be the work of Corsican separatists. The vineyard was attacked last December by several Corsican separatist terrorists who emptied 440,000 gallons of wine and set fire to a store.—UPI.

## Tony Miles falls behind Karpov in chess contest

Tilburg, Holland, Oct 4

Tony Miles, of Britain, slipped back into second place in the ninth round of Interpolis chess tournament here. He drew his game against Ljubomir Kavalek of the United States and now has 6 points.

Anatoly Karpov, the Soviet world champion, won his game against Fridrik Olafsson of Iceland, and has 6½ points.

Jan Timman of Holland is lying third with 5 points.

## Ban on plastic bottles

Vienna, Oct 4—Austria is to ban the use of plastic bottles as drink containers, it was officially announced here.

## Outcry over computer prying

From Our Own Correspondent  
Paris, Oct 4

A law to protect the individual from the computer was introduced in the National Assembly today in the face of threatened fierce opposition from the Socialists and Communists, who have tabled about a hundred amendments to it already. They believe it does not go far enough.

On the face of it, the law seems both fair and necessary. It seeks to stop computers being used to provide information about an individual to any body that should not normally have such information.

It proposes the establishment of a National Commission of Information and Liberty, made up of senior judges and government appointees, which would control and coordinate the use of information. Such a body conforms in broad outline to that agreed in resolutions passed by the Council of Europe. It would be the guarantee against any misuse of information and, without having judicial power, would be able to control access to information.

The law would enshrine the right of the individual to have access to his file and the right to correct it where wrong. This right would not apply to matters of national security or to health, to which only the doctor and not the individual or his family would be privy.

The strong opposition to this law arises from the very idea of there being a file on an individual. A system to make this possible has been available for several years. Run by the National Statistics Institute, it is an advanced computer known as *Safari*, set up in Nantes.

*Safari* works by the use of each person's social security number. This is fed into the machine along with basic facts about the individual such as the name, birthplace and date. The facts are stored to make up a massive directory covering every French citizen. There is little sinister about that.

What it can do, however, and this caused M. Pierre Messmer, when he was Prime Minister, to prevent its full use, is to use the social security number to link up every administrative department in

the country. Thus *Safari* can produce for anyone allowed to use it details of criminal records, health, family and, with the help of two other computer systems, the salary of the person. In short every fact known to the authorities about a person can be pulled together by *Safari* within seconds.

The new law stipulates that the individual dossier must not contain details of a person's racial origins, politics, religion or pardoned criminal offences. Nevertheless *Safari*'s capabilities have the Opposition extremely worried.

They are particularly concerned that the national commission that is to define its use should be appointed solely by the Government. The Communists, declaring that such a system could be "a front line weapon in the service of a police state," have put down an amendment speaking of the risks of bureaucracy and the dangers posed to democracy and liberty by the dossier.

The Government hopes to prevent any misuse of *Safari* with the law. The Opposition fears that misuse will be inevitable.

## Will inflation eat away your legacy?

You can safeguard against this danger, by ensuring that it helps enduring work for which there is ever-increasing need.

Nowhere is the need greater (or growing more) than in the tragic problems of old people. As they live longer the sorrow of constant loneliness is added to the inevitable difficulties of infirmity and old age.

Time is not on their side. Help the Aged is—with Day Centres where they find friendship, Work Centres for those intent on keeping active, Feeding Centres for the hungry overseas, and Day Treatment Hospitals here in Britain.

Among the well known people who endorse the value of a legacy to Help the Aged are Lord Shawcross, Lord Gardiner (the charity's president), Lady Spencer-Churchill and General Sir Brian Horrocks.

Write or phone for interesting and helpful booklets on making wills and on reducing the impact of Capital Transfer Tax (Estate Duty). Free on request from The Hon. Treasurer, The Rt. Hon. Lord Maybray-King, Help the Aged, Room T7L, 32 Dover Street, London W1A 2AP. Telephone (01) 499 0972.

## IF YOU SMELL GAS-RINGUS

If you smell gas, remember the simple safety rules:—  
\* Don't smoke or use naked flames.  
\* Don't operate electrical switches—on or off.  
\* Do open doors and windows.  
\* Then check that you haven't left the gas on and unlit—or that a pilot light has not gone out.

If you suspect a gas leak, turn off the supply at the meter—and report the leak. Do this at once.  
The number's in the telephone directory under Gas—and we're on call 24 hours a day.

We'll come quickly and deal with the problem. And if you smell gas at work or in the street, please report it at once. Don't leave it to someone else.

WE'RE HERE TO HELP YOU—24 HOURS A DAY

Ask at your local gas showroom for our free booklet *Help Yourself To Gas Safety*, which describes the full range of services we provide.

BRITISH GAS



## OVERSEAS

## Mr Brezhnev denigrates West over 'rights' guaranteeing unemployment and racialism

Moscow, Oct. 4.—Lashing out at the West's human rights campaign, President Brezhnev said today that what Westerners enjoyed were the "rights" to such evils as unemployment and racism.

"Propagandists and ideologists of capitalism cannot deny the fact that socialism has long cured these social ills," he said in a speech to the Supreme Soviet.

He spoke about the new Soviet constitution and defended it against western critics. The basic law drafted by a commission under his chairmanship guaranteed social, economic and political rights "more widely, clearly and fully" than ever before in any other country, he said.

Against this the West could offer the "rights" to unemployment, expensive medical aid, racial discrimination and living in fear of organized crime.

Mr Brezhnev spoke at the opening of a four-day, special session of the Supreme Soviet which will end on October 10. A version of a draft constitution first published nearly four months ago.

The "Brezhnev" constitution replaces the Stalinist basic law of 1936. Rights, including freedom of speech, assembly and holding demonstrations, are guaranteed "for the purpose

of strengthening the socialist system."

Without mentioning President Carter by name, Mr Brezhnev said this clause had been attacked with special vehemence in the West while "prominent leaders of the capitalist world" made noise about human rights.

Mr Brezhnev's defence of the Soviet record on human rights seemed directed at least in part at the Belgrade conference on European security and cooperation, which opened simultaneously with the Supreme Soviet and is likely to take up the rights issue.

By implication, Mr Brezhnev made clear that there was no prospect of change in the Soviet view that opponents of the system should not be tolerated.

"Speaking in general, it seems that from the standpoint of our class adversaries Soviet citizens should evidently not be granted only the 'right' to fight against the Soviet state (and) the socialist system, so as to gladden the hearts of the imperialists," he declared.

However, we must disapprove such "critics" of our constitution—their wish will never be satisfied by the Soviet people."

Mr Brezhnev laughingly dismissed a comment by the Austrian newspaper *Salzburger Volksfreund* that the qualification about "strengthening the socialist system" meant Soviet citizens had no rights at all. "That is logic for you," he said.

The Soviet leader was also scathing in rejecting comments on the constitution which he said had come from *Il Messaggero*, *The Times* and *The New York Times*.

All suggested that the communist principle of a gradual withdrawal away of the state had been discarded, but this was groundless, he said.

Their concern for Marxist-Leninist doctrine was "truly touching," but Mr Brezhnev insisted that developments were in accord with Marxist predictions.

After agreeing to establish a final drafting commission, the two chambers of the Supreme Soviet—the Soviet of the Union and the Soviet of Nationalities—were going into separate sessions to review the final draft.

The legislature is expected to enact the final text on Friday.

Mr Brezhnev disclosed that some 400,000 amendments to the original draft of about 150 substantial changes were being recommended for approval.—Reuters.



Mr Godber arriving in Madrid yesterday.

## Hongkong bribes man in Spain

Madrid, Oct. 4.—Mr Peter Godber, the former chief superintendent in the Hongkong police who was released from prison there yesterday, arrived here by air today from Frankfurt with his son, aged 28. He said he wanted "rest and quiet," and refused to comment on the purpose of his visit to Madrid.

Reporters who flew with Mr Godber from Frankfurt said he had indicated that he would fly on to Alicante.

Mr Godber was jailed in 1975 for corruption accepting HK\$25,000 (£3,000) from Chinese officers for helping him to get a senior posting and for related conspiracy.

The Attorney General in Hongkong has sued Mr Godber and his wife for HK\$4 million (£500,000) for alleged bribery and conspiracy.

Mr Godber was released from prison there yesterday after serving 18 months for the same offence.

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## Strong objections to Anglo-American package

## Patriotic Front reluctant to throw away the gains of its long struggle

From Nicholas Ashford Lusaka, Oct. 4

"For the past four years we have been doing the dirty work of the British. We have been fighting their wars against Mr Smith. That's something they should have done when they rebelled in 1965. But they didn't. You can't expect us now to give away everything we have gained through our struggle."

The speaker, a senior member of the Patriotic Front, was reflecting aloud on the Anglo-American settlement plan which is designed to secure an orderly transfer of power to an elected black government in Rhodesia by next year.

By no stretch of the imagination could the speaker, who preferred to remain anonymous, be described as a militant. But he has gained by going along with the Anglo-American suggestion that the guerrillas now lay down their arms.

The Patriotic Front dilemma is that it is committed to "one man, one vote" but is pretty certain it would lose an election held inside Rhodesia now. The only way it feels it could face elections with a real chance of success would be if it could play a direct role in the transitional administration.

The key to the front's thinking is contained in a position paper produced during a meeting in Maputo last month to consider the Anglo-American proposals. This paper, known as the "Maputo document", was submitted to the United Nations Security Council by Mr Nkomo last week.

It states: "The only guarantee of the definitive advent of genuine independence for Zimbabwe (Rhodesia) is the direct involvement of the patriotic liberation forces in all organs and functions of the transitional structures until power has been totally transferred to the people of Zimbabwe by free and fair democratic elections."

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## Mrs Gandhi freed by magistrate in Delhi

From Richard Wigg Delhi, Oct. 4

Indira Gandhi, the former Indian Prime Minister, was released from police custody here today, less than 11 hours after her arrest yesterday. The Delhi metropolitan magistrate, before whom she appeared this morning, found there was no evidence to justify her detention.

The Government tonight filed an appeal to the Delhi High Court against the magistrate's finding, emphasizing that the corruption case against Mrs Gandhi will go on.


Judging that the Government's move against Mrs Gandhi has boomeranged, the Congress Party leadership,



Katie Stewart

**When speed is of  
the essence**

**PROPERTY**  
also on page 10



**Overseas  
Property**

**AUSTRALIA**  
**Tropical Island Resort**  
**- SOUTH MOLE ISLAND**

**CONTRACTS AND TENDERS**

**PRO-SANGONE CONSORTIUM**  
(main office in Turin)

**NOTICE OF TENDER  
ANNOUNCEMENT**

**FOR THE CONSTRUCTION AND MANAGEMENT OF A  
SEWAGE PURIFICATION PLANT**

fat, and, if cut across into chunky pieces of about 1½ inches, can be flattened across the grain just like a veal escalope and can be used in almost any dish where veal is recommended.

For recipes like these, browning in butter is an important start, because of the flavour. Sometimes it is a good idea to combine butter with just a little oil, because butter at frying temperature can quickly scorch and the oil protects this; the amount of oil used will be no more than about 1 tablespoon along with the butter in the pan.

Browning is also important because it gives a good colour to the sauce of gravy which follows. The butter should be hot and foaming before adding any steak, escalopes or chicken pieces, then you get a nice quick seal on the surface. The high heat of the drippings must not be prolonged and once both sides of the food are sealed it should be reduced to get just the right degree of tenderness without overcooking.

It's the drippings that are retained in the pan after this that a good cook uses as the foundation for the most subtle gravies or sauces to finish the dish. Raise the heat and add about half a cupful of water to the pan, or it can be stock, and swirl it around stirring well to pick up all the sediment and flavouring bits. This is called "deglazing" and the secret of the *Bavette* lies in the fact that the liquid added evaporates and concentrates in flavour quickly, owing to the heat of the pan, but not completely so that you end up with a mixture that has lots of flavour and which can be used as a simple gravy. The variations here are considerable because you can use red or white wine, even a little sherry,

or madeira (much used on the Continent) and sometimes brandy. The latter is often flamed which takes away any raw taste and at the same time burns up excess fat. In some cases, cream, water or stock is added along with the liquid, like tomatoes, herbs, tomato puree, small onion or mushrooms and the whole mixed into a sauce. Often the pieces of chicken or veal are returned to finish cooking, having been only surfaced in the first place. It's in these kind of recipes that you might come across a "beurre manie" which is a mixture of soft butter and flour, usually one and a half parts butter to one part flour blended to a smooth paste. This is used for thickening liquid into a sauce at a late, rather than an early, stage in a recipe. Take the pan from the heat so that the liquid is off the boil while adding a beurre manie and drop in the mixture in small pieces. Once the butter has melted and has drawn the flour into the liquid you can return the pan to the heat and stir the sauce gently as it comes back to simmering and thickens.

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**Rognons sauté turbigo**

**Serves 4**

4-6 lamb's kidneys, fresh and if possible with the natural covering of suet

4 chipolata sausages

1 oz butter

½ pint red wine

½ pint stock or water

1 teaspoon concentrated tomato puree

salt and freshly milled pepper

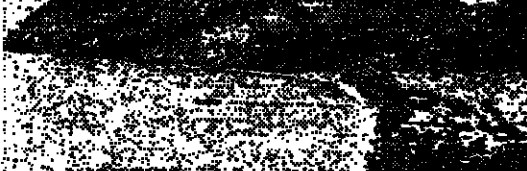
**1 bay leaf**  
**6-8 button onions**  
**1 lb mushrooms**  
**beurre manie**—see recipe  
**1 tablespoon madeira or sherry**  
**chopped parsley**

Suet round lambs' kidneys means you know they are fresh. Frozen kidneys are no good in this recipe, they lose too much juice and stew in the butter instead of frying. Remove any fat with a sharp knife, slice deep into each kidney to remove the core. Then pull away the skin from the outside and cut each kidney in half. Separate the sausages. Melt the butter in a heavy frying pan and when foaming add the kidneys and sausages. Fry to brown on all sides and then lift them from the pan and keep hot. Add the wine to the pan, scrape and allow it to bubble up for a few minutes and reduce. Then add the stock, the concentrated tomato purée, a seasoning of salt and pepper and the bay leaf. Return the kidneys and sausages to the pan, add the mushrooms. Add the button onions (which have been previously peeled and blanched in simmering water for 3-4 minutes and drained) and the sliced mushrooms. Cover the pan with a lid and allow the contents to simmer gently for about 20 minutes.

Draw the pan off the heat and add the *beurre manie* (blend 1oz butter with 1 level tablespoon flour on a plate) and the *beurre manie* and sauce. Return the pan to the heat, stirring and shaking the contents of the pan gently until the sauce is simmering and has thickened. Check the seasoning and add the madeira or sherry. Sprinkle the pan with the chopped parsley and serve.

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 **London  
Flats**

(Notice sent to the Office of Official Publications of the European Community on 14 September 1977)

The Po-Sangone Consortium for the construction and management of a sewage purification plant intends through a bid competition to proceed to assign construction of the first lot of the purification plant in Sesto San Giovanni Turin, Italy, to the disposal of waters from the Consortium formed by the City of Turin and five municipalities: Brunico, Riva del Garda, Trento, Grignasco, Nichelino, Trarivolo, Alghero, S. Mauro and Settimo.

This expenditure is presumed to amount to 12,000,000,000 lire (twelve milliard) and the quantity of sewage to be treated for lot 1 is forecast as coming to 200,000 cubic metres per day. The companies interested in bidding in this tender are invited to present an application in addition to the President of the Po-Sangone Consortium by, and no later than, 12 o'clock noon on 30 November 1977.

The applications must be accompanied by a series of declarations and documents required by the tender specifications, a number of which can be obtained during office hours from the Consortium's Technical Office at the following address:

Po-Sangone Consortium  
Via Cavour 6  
I-10121 Torino

Attention will be accepted that are requested by associated companies that have given a special mandate for representation to one of its members or to a third party.

The deadline for carrying out the work is set 900 natural days after the date of completion of the works.

This competition to be contested will be selected by the Po-Sangone Consortium and the final judgement within 120 days of the date of this notice.

Turin, 14 September 1977

THE PRESIDENT (S. Garberoglio)

---

**REPUBLIC OF KENYA  
MINISTRY OF WATER  
DEVELOPMENT  
INVITATION TO TENDER  
MOMBASA AND COASTAL  
WATER SUPPLY PROJECT**

The Government of Kenya invites tenders for Contract MC/S-18—supply and delivery of water.

The Contract comprises the supply and delivery (C.I.F., Mombasa) of power generated by two turbines, 5 megawatts capacity and ten machines, 3.5 megawatts each; and ten machines, 3.5 megawatts for the intake to the lake water treatment system in the Malindi River about 10 km north of Malindi, together with provision of the services of an Engineer to direct the erection of the plant and to commission it.

Tender documents are expected to be available by or on or about the 5<sup>th</sup> October. No tender documents will be issued after 22 November 1977 or before the last date for receiving tenders to be held also for Contract MC/S-19, 11.00 am. Tenders will be received with and under documents should apply in writing to:

The Director  
Water Department  
Ministry of Water Development  
P.O. Box 290  
Nairobi, Kenya.

Tender documents will be issued only against payment of a deposit of KSh. 10,000 (ten thousand Kenya shillings), which may be used for a crushing charge if the tenderer fails to complete the contract. The Director, Water Development, Nairobi, will be responsible for receipt of a valid and complete tender at the correct time.

Tenderers are advised that they will only be allowed under documents if they satisfy the requirements of the Department as to their experience, competence, financial resources, etc.

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## Beating the chaos at Christmas

Busy cooks usually like to get some of the work out of the way well before the Christmas chaos descends on them. Make Christmas puddings early this year, this is a particularly dark and rich plum pudding which, if made now, will keep well. Use brown ale or a small bottle of Guinness to mix the ingredients, either will give the mixture a delicious fruity flavour and with a really long steaming you'll find it especially moist, digestible and flavoursome.



Sieve the flour, salt and spices into a good sized mixing basin. Add the suet, bread-crumbs, brown sugar, the cleaned raisins, currants and sultanas and the chopped peel. Add the chopped almonds and the grated lemon rind. Mix thoroughly.

Warm the treacle in a saucepan just to make it a little runny, but not hot. Draw off the beer and add the squeezed lemon juice and the rum or brandy. Lightly mix the eggs and stir into the treacle mixture. Pour the egg and treacle mixture and the brown ale or stout into the dry ingredients and stir very thoroughly with a

big wooden spoon that really goes down to the bottom of the bowl. Cover with a cloth and leave for several hours or overnight. Next day stir up the mixture and you will notice that it has absorbed the liquid and become thicker.

To cook the puddings, butter a 2 pint and a 1½ pint pudding basin (check the sizes by measuring water into them first). Spoon in the pudding mixture so that it fills each bowl to within about 1 inch of the top. Grease the thickness of the greased greaseproof paper and fold in a pleat before you tie it tightly with string so that the pudding has room to rise. Greasing the paper makes it waterproof but it is safer to cover them with a piece of foil. Turn the puddings over the puddings gently for 5-6 hours. Once the puddings are cooked and cool, re-cover them with fresh dry ungreased paper or a piece of butter muslin and store in a cool, but airy place. On Christmas Eve re-cover with buttered greaseproof and foil and steam briskly for 2 hours before serving.

[illegible]

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**E. A. NGUNYA**  
Director Water Development  
Minister of Water Development.

**PUBLIC NOTICES**

**PASTORAL MEASURE 1968**  
The Church Commissioners have  
issued a DRAFT REDUCED  
SCHEME which contains provision  
for the appropriation in 1978 of  
redundant church of Stratford  
People All sabbas in the diocese of  
Winchester as a monument, a copy  
of the Scheme may be obtained  
from the Commissioners so whom  
representations should be made  
in writing at 1. Millbank, London.  
Deadline for such them not later  
than 4 November 1977.

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## A pretty and practical menu for dinner.

---

Here's a dinner party menu which has been put together with strict attention to the variation in colour and texture of the three courses. This is a pretty menu and not a difficult one to put together for much of it can be done ahead. Poulet au riz is a very traditional French recipe which, with care and a few extra touches, can make a lovely party dish. Traditionally the recipe is made with a boiling chicken and, because it takes longer to cook, does give more flavour to the stock than the recommended roasting bird, but the latter is more suitable for an occasion like this. The chicken and the sauce can be made ahead and will reheat perfectly in a dish with a protective covering of foil. For the pilaff it is better to hold back the required stock and put the mixture to cook at just the right time before serving. Along with Poulet au riz I would serve no more than a fresh green salad, for the recipe is a rich and filling one.

---

<p>from Marks and Spencer's fond department, their Champignons Marron—a brown mushroom which is a variation on the white variety. The notable difference is the colour and certainly the taste.</p> <p style="text-align: center;"><i>Serves 6</i></p> <p>I good roasting chicken, about</p>	<p>summer for 45 minutes (the traditional boiling fowl would take about 1½ hours). Towards the end of the cooking time, ladle out a generous 1½ pints of stock from the pan and use for cooking the rice and making the sauce. Check the stock for strength. I usually find it necessary to add a chicken</p>
--	---

to get a smooth sauce. Check seasoning with salt and pepper and let the sauce simmer for a moment to cook the flour. Blend the egg yolks and cream in a basin and stir into the sauce, stirring and drawing off the heat. Check the consistency—the sauce should coat the back of the wooden spoon very lightly. If too thick add a little more chicken stock. Add the chopped parsley or tarragon.

Place the chicken from the hot stock in the cooking pot and do not worry if it seems to be almost falling off the bones. Lift away the skin and take the flesh from the bones. Arrange the chicken in chunky layers in a hot serving dish. Pour over the sauce; there should be enough to cover it generously. Serve with the hot rice pilaff.

**Pears in red wine**

This is a recipe unlike most others for pears in red wine, better I think. A half bottle of red wine will make up the recipe perfectly, and if you make these the day before, the pears will really take up the colour as they stand.

**SERVES 6**

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**LEGAL NOTICES**

In the Matter of KICA FASHIONS Limited and in the Matter of its Compromises Act 1948.

NOTICE hereby given that the CREDITORS of the above-named company, which was formerly known as THE KICA COMPANY, LIMITED, TAILOR, are required to send in their claims before November 1st, 1977, to send in the name and address of the creditor, full particulars of the claim, and the names and addresses of two persons who will act as referees, to the undersigned, PHILIP MONJACK, Liquidator of KICA FASHIONS Limited, London, at his office, 10 Abchurch Lane, said Company, and if so required, to produce evidence in support of such claims.

Liquidators are personally or by Solicitors, to whom they may refer, to prove their debts or claims at such place and time as shall be specified in such notice, or in default thereof, to file a statement of the result of such proof, or of any distribution made before the expiration of the period specified in such notice.

Dated this 27th day of September, 1977.

Liquidator,  
**P. MONJACK.**

No. 002350 of 1977  
In the HIGH COURT OF JUSTICE  
Chancery Division  
Bridgman, in the Matter of L.M.A. (Liquidators) v. The Comptons Ltd.,  
Matter of the Companies Act 1948.

Notice is hereby given that the Official Receiver of the High Court of Justice, Chancery Division, dated the 2nd day of September 1977, has appointed a SCHEME OF ARRANGEMENTS between the said companies and the reduction of the CAPITAL of the said companies from £100,000 to £10,000, £25,000 and £10,000 respectively, and the shareholding of the said companies showing up respect to the shares of the said companies, and the several particulars required by the said Official Receiver.

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4 lb  
bouquet of herbs or a few sprigs  
of fresh tarragon  
1-2 carrots  
1 onion  
2 stalks celery, cut up  
1 slice of lemon  
Chicken stock cube—see recipe  
*For the pilaff*  
3-4 oz butter  
1 medium onion  
2 bacon rashers  
8 oz long grain rice  
1 pint stock from the cooked  
chicken  
Salt and freshly milled pepper  
4-6 oz button mushrooms  
*For the veloute sauce*  
1½ oz butter  
1 oz flour  
1 pint stock from the cooked  
chicken  
2 egg yolks  
1 pint single cream  
Chopped fresh parsley or  
tarragon  
Place the chicken along with  
the neck and giblets (but not

stock cube to increase the  
flavour. When the chicken is  
cooked, remove the neck and  
the heat, broil the chicken in  
the hot stock.  
Melt 2oz of the butter for  
the rice pilaff in a heavy  
casserole or saucapan. Add  
the finely chopped onion and the  
crumbed or chopped bacon  
rashers. Fry gently for a few  
minutes to soften but not brown  
the onion. Add the rice and  
turn in the hot onion and  
butter. Now pour in a pint of  
the measured stock. Stir and  
bring to the boil and then cover  
with a tight-fitting lid. At this  
stage it is easier to get rid of  
the pilaff by allowing it to cook  
in the oven. If yours is in a  
casserole, place it in a moderate  
oven (350°F or Gas No 4)  
and allow to cook for 40 min-  
utes. In a saucapan leave the  
rice over the lowest heat—the  
cooking times is quicker and  
takes only about 20 minutes.  
When ready the rice grains will  
be quite tender and have ab-  
sorbed all the stock. Dot the  
surface with a few flakes of  
extra butter which you will  
find loosens and separate the  
grains as you fork it through.  
Then at this stage you should  
fold in the mushrooms which

- 3 pint red wine
- 1 pint water
- 6 oz castor sugar
- 1 small stick of cinnamon
- 2-3 pieces of pared lemon rind
- 6 firm pears of even size—Conference are good
- 2 level tablespoons cornflour
- 23 tablespoons water

Measure the wine and water into a large saucepan. Add the sugar, cinnamon stick and lemon rind and place over low heat. Stir to dissolve the sugar. Meanwhile peel the pears leaving them whole. Add the pears to the wine in the saucepan and stir them in as far as possible so that they are submerged in the liquid. Bring to simmering point, then cover the pan with a lid and cook gently for 15-20 minutes or until the pears are tender. Draw the pears to the surface, lift up the pears with a perforated spoon and arrange them in a serving dish.

Blend the cornflour with a little water or extra wine (all that remains in a half bottle will be about right) and then stir into the liquid remaining

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Registrar of Companies on the 29th day of September,

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**SLAUGHTER AND MAY, 23**,  
Southampton,  
Esq's & Sol's for the said Company.

THE COMPANIES ACTS 1948 IN CONNECTION WITH THE PUBLIC NOTICE is hereby given, pursuant to section 205 of the Companies Act 1948, that a MEETING of the shareholders of the above-named company will be held at the offices of Messrs. J. H. GARDNER & Co., 5 & 6 Montpelier Street, London, W.C.2, on Tuesday, the 17th day of October, 1977, at 2.30 o'clock in the afternoon for the purposes mentioned in sections 294 and 295 of the said Act.

Dated this 27th day of September, 1977.

By Order of the Board,  
**G. COLVOVER**, Director

THE COMPANIES ACTS 1948 IN CONNECTION WITH THE PUBLIC NOTICE is hereby given, pursuant to section 205 of the Companies Act 1948, that a MEETING of the shareholders of the above-named company will be held at the offices of Messrs. J. H. GARDNER & Co., 5 & 6 Montpelier Street, London, W.C.2, on Tuesday, the 11th day of October, 1977, at 2.30 o'clock in the afternoon for the purposes mentioned in sections 294 and 295 of the said Act.

Dated the 37th day of September, 1977.

By Order of the Board,  
**G. COLVOVER**, Director

In the Matter of FROUD & PARTNERS Limited  
of which the HIGHT COURT OF JUSTICE dated the 25th day of May 1977 by Order of the High Court of Justice dated the 25th day of May 1977 was made a winding up order under the provisions of the Companies Act 1948.

43851.

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the liver) in a large saucepan with sufficient highly salted water to cover. Add a bouquet of herbs, or preferably a few sprigs of tarragon inside the chicken. Add the prepared vegetables and the salt. Skim the surface of the soup. Bring to the boil, then lower the heat and let the chicken

in the pan. Replace the pan over moderate heat and stir all the time until the syrup has thickened, is boiling and has become clear. Simmer for 1 minute and take off the heat. Cool for a few moments and then strain over the pears. Stir once or twice, and then chill for several hours. Serve very cold with thick fresh cream.

[illegible]

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In his second article on productivity, William Rees-Mogg advocates the dismantling of...

## The machinery for wasting manpower

All that a worker has to sell is his productivity. His productivity is determined by his skill, his health, his energy, his training and education; it depends also on the equipment he has to use, and it depends on the efficiency with which his work is organized. Anything which reduces the worker's productivity is a direct attack on the worker's interest. To rob a worker of his productivity is like robbing a farmer of his crop; it is by its nature a crime.

Take the case of the British steelworker. His productivity is artificially reduced in a number of ways. Existing equipment is over-manned; there is resistance to the introduction of new equipment and there is a wasteful administrative overhead as well. Because productivity in British steel is so low, the industry has not been able to generate the funds, nor has it had the incentive to invest, on the scale of the more advanced steel industries of the world. It is often said that low productivity is the result of low investment. In Britain low productivity due to over-manning is the cause of low investment, and is then of course reinforced by it.

The Japanese steel industry produces five times as much steel as the British with a smaller labour force; a Japanese steel worker produces five and a half tons for every ton that a British steel worker produces. In the present recession the Japanese industry is dominant and aggressive in all world markets, but the British steel industry is wholly on the defensive. Because a much greater proportion of Japanese steel is produced in new plants with a high degree of automation the quality of Japanese steel is superior on average to the quality of British steel. High productivity leads to new investment and therefore to high quality. Because of its low productivity British steel makes enormous financial losses; the current loss is over £10 per ton of steel produced.

The British steel worker is paid roughly £3,500 a year for a job which is likely to be both hot and dirty; this is not a high wage for working in such conditions. The Japanese steel worker is paid £7,000 a year and therefore gets double the money for the same job. His cost of living is rather higher. Because the Japanese worker is so much more productive the labour cost per ton of Japanese steel is less than 40 per cent of the labour cost per ton of British steel. To be fully competitive with Japan we have a low level of productivity the British steel worker would have to accept a wage of £24 per week, or possibly less, to be fully competitive in international markets has a job which is to that extent secure.

We can see therefore what a mantrap "low productivity" is for the individual worker. Because he has low productivity he can only be paid relatively low wages, and even those low wages are very likely to be considerably higher than he can really earn in international competition. He is poor and his job is perpetually in danger. Nor can he improve his position making wage demands on his employer. The international market for industrial products means that any attempt to push prices above the competitive level is met by a fall in the currency concerned. If, at the same level of productivity all British wages, and the money supply to pay them, were doubled, the pound would sink to 50p or possibly lower. There is no way of raising real wages except by raising productivity.

If this were fully seen and understood, a change of attitude would follow, yet the present danger is that British attitudes will actually move even further from reality. Britain is not a non-competitive country in a number of ways. Our productivity has been shown to be not more than half that of the more efficient European countries, to be less than half that of the United States, and in certain industries to be a quarter or less. The international market for industrial products means that any attempt to push prices above the competitive level is met by a fall in the currency concerned. If, at the same level of productivity all British wages, and the money supply to pay them, were doubled, the pound would sink to 50p or possibly lower. There is no way of raising real wages except by raising productivity.

export industries will be engaged in a battle to survive with the export industries of high productivity countries. There is a limit to the internal cross subsidies which we can pay ourselves in order to support the casualties of such a struggle. British Shipbuilding, British Leyland and British Steel are already in the casualty ward. Yet as the recession develops the crazy attempt to defend jobs by making them non-competitive may become progressively more desperate.

The problem of low productivity has been recognized at least since the period shortly after the war. The attempts to deal with it have almost all been concerned with persuasion and with non-enforceable agreements such as the Joint Statement of Intent of December, 1964. Non-enforceable has proved to mean non-effective. These efforts may have done a little good, and the situation might be even more catastrophic if they had not been made, but that is the best that can be said for them.

Although national productivity drives of one form or another have been a recurrent feature of our postwar industrial history, none of them has succeeded even in arresting the relative decline of British productivity, certainly none of them has made a significant reduction in the over-manning which is prevalent throughout British industry. It is therefore little good putting forward further proposals of the kind that the late 1970s are not as favourable a time for raising productivity by persuasion as were the middle 1960s, or even the late 1940s. Measures which failed then will fail again now. We have therefore to look for measures of a different and more effective kind, and with the risks of disaster we have to take the risks of decision.

Before considering what effective measures should be, we have to consider what our attitudes towards the trade unions ought to be. The trade unions are responsible for supporting the structure of restrictive labour practices which has depressed British industry, even though these practices have been formed on the shop floor and not in the executive committee.

So long as trade unions support restrictive labour practices they are making their members poorer and helping to put them out of work. A worker only has his productivity to sell. If the trade unions artificially lower his productivity, they defend a process which lowers it, then they deprive the worker of part of his sole asset.

This is a truth widely known, but little stated, because it is thought to be offensive. It is something which trade union leaders are nevertheless entirely able to understand. It is a serious criticism of the trade union movement, but it is not a criticism which is unfair or exaggerated. No trade union leader maintains the contrary: no one will write to *The Times* to say that it is better to earn £3,500 than £7,000, or that it is better to produce a ton of steel a working week than a ton of steel a working day. Nor can anyone pretend that restrictive labour practices are not imposed by labour on management, and accepted by management only in response to union power. Management does not choose to waste labour; they lack the power to organize labour to the highest productive result.

The whole life of a trade union officer is lived in a world of bargaining. The essence of bargaining is that there exists both a conflict and an identity of interest. All trade union officers are therefore deeply imbued with the understanding that you can be in conflict with somebody while at the same time having an identity of interest with him which may be vital to both of you.

All successful trade union relations, for management or for government, depend on the recognition of this principle. One is afraid to represent an industrial or a national interest in conflict with a trade union interest, provided that it is understood by both sides that the purpose of the opposition of interests is to reach an agreement advantageous to both. Still less should one be afraid to represent an interest so clearly held in common as the interest in higher productivity.

Of course there are people in the trade

### Seven points on productivity

- A Japanese steelworker produces five and a half tons for every ton produced by a British steelworker.
- An employee of Pan Am handles three times the traffic of an employee of British Airways.
- Britain's share of the world market in shipbuilding has fallen from 38 per cent in 1950 to 4 per cent in 1976.
- In 1973 British Leyland produced 5.9 vehicles per man. Renault produced 14.6, though the average value of British Leyland vehicles was probably greater. British Leyland productivity has since been made a commercial secret.
- Dutch productivity in manufacturing is twice British and has been rising two and a half times as fast.
- In 36 productivity comparisons of industrial groups with EEC countries Britain comes bottom in 34.
- Studies show that "the problem of the low level of productivity in the United Kingdom is not one of structure but purely one of poor performance".

union movement who are not interested in making our industrial system work, because they think that another system more to their liking will emerge from the breakdown of the one we have. Such trade union officers are however still a minority in this country; even those, like Mr Reg Birch, who hold revolutionary views as an ideology are so trained in the profession of trade union negotiation that in union negotiation they normally act as trade union officers first and ideologists second.

In 1968 the Royal Commission on Trade Unions under Lord Donovan reported: "The Commission has been established by and reported to a Labour Government. One member of the Commission, Mr Andrew Shonfield, produced a note of reservation, which was in some ways the most valuable part of the Report. The crucial paragraphs of this note, as it concerned productivity, are Paragraphs 23 and 25.

**Control of Restrictive Practices**  
"23. One such matter where the need for a new set of rules is apparent now is collective bargaining on restrictive practices that have been shown to cause a significant loss of production. The first requirement is a definition which will allow such practices to be reliably identified; this will involve some approximate measurement of the unnecessary loss of production for which they are responsible. The standard of comparison should not be the theoretical maximum output per man-hour obtainable from a piece of machinery or equipment, but the actual amount of output known to have been secured by efficient methods already in operation elsewhere and which can be shown not to result in unusual strain or discomfort to the workers involved."

"25. Where investigation indicated that restrictive work practices were in use, the case would go to the IRC Tribunal, which after hearing the evidence would decide whether to issue an order to the trade union and the employer to negotiate about the elimination of the restrictive practice. The Tribunal would not lay down the terms of any new arrangement; its power would be limited to an order to the parties to bargain in good faith about a particular set of work practices. After a reasonable interval, the Tribunal would expect a report on progress, and if this was unsatisfactory, the two sides would

be called upon to state the reasons why they had failed to advance. If the Tribunal found there was no adequate justification for their inactivity, it would in due course have the power to impose a monetary penalty on a recalcitrant trade union or employer."

Mr Shonfield's recommendation was rejected in the main report on the grounds that "only education processes and reasoning can lead people to revise their attitudes".

Restrictive labour practices, causing "a significant loss of production", have already halved the real wealth of Britain and now face Britain with an economic future of serious peril. Restrictive trade agreements between company and company are unlawful, unless they can be justified on specific grounds; restrictive trade agreements between company and trade union have done far greater damage; they should also be unlawful unless they can be justified on specific grounds.

There are various types of machinery which might be considered to give effect to this principle. I would favour something quite close to Mr Shonfield's specific proposal and would use the machinery of the Restrictive Trade Practices Act, 1956. That Act provided that agreements in restraint of trade should be registered; that there should be a presumption that these agreements operated against the public interest; that therefore, to certain exemptions, where the parties to the agreement wanted to rebut that presumption, and to continue their restrictions, they had the right to take the agreement to the Restrictive Trade Practices Court in order to justify it. That, with the Court replaced by a tribunal with powers of conciliation and of determination would seem to be a good way of achieving what Mr Shonfield had in mind.

All restrictive labour practices have to be the subject of formal or informal agreement between management and trade unions. There are no doubt more restrictive agreements between management and trade unions than in 1956 there were restrictive agreements between companies. Yet it is unlikely that in companies employing over 200 people there are more than some 100,000 separate house agreements, formal or informal, and that there are about 10 million people covered by such agreements in places of work, and that they are organized in shops of about 100. Of these 100,000

agreements the great majority would be easily determined by local negotiation, not involving the tribunal; as in the 1956 Act some of the early cases would no doubt set precedents which led to whole classes of cases being settled between the parties. In 1956 many agreements were dropped without being registered.

Agreements which cause a significant loss of production do not only consist of agreements on manning. They can also concern the introduction of new equipment, the rate of operation of equipment, limitations on entry into the work force and agreements on hours worked. All of these are capable of constituting restrictive practices causing a loss of production. Some of them are entirely justifiable, but the majority are not. The broad principle on which it would be decided whether they were justified would be the welfare of the worker. Being over-manned does not in itself constitute a benefit, quite the contrary. Having high productivity does.

The procedure of registration would not itself involve conflict with unions; the obligation to register an agreement could be discharged equally by the management or by the union. In practice managements would not doubt register the great majority of the agreements, and the unions would have the right to challenge the agreement if they thought it had been registered in an incorrect form.

When agreements were registered they would be called up before the tribunal which would concentrate upon its conciliation powers more than its judicial function. The tribunal would have to determine whether the output obtainable under the agreement did reach the level of output known to have been obtained internationally. They would also have to consider whether there were any special circumstances which meant that the agreement was justified in terms of unusual strain or discomfort to the workers involved. What would happen if the tribunal found, as in very many cases they would find, that the agreement did indeed reduce production well below the international norm, and that there was no justification for it?

Having found that the agreement was unlawful, the tribunal would enter into conciliation proceedings to try to reach a fair and lawful resolution of the matter. Normally a new productivity agreement, if a machine is over-manned, so that half or more than half the people working on it are not needed, that cannot be corrected without a new agreement, and the conciliation would need time to take effect. Where men have to be laid off because they are doing work that does not really exist, the company laying them off must make adequate payment, the Government must have adequate retraining schemes and they must be given reasonable time to find new training or alternative employment. Obviously wherever possible voluntary redundancy arrangements should be reached, and these may well need to be phased.

When over-manning is ended the remaining workers have a higher productivity to sell and that is worth more. It is nature's law that a higher productivity agreement should include an increase in wages which will be paid for, and out of, the increase of productivity. Increases in productivity will also generate funds and create incentive for capital investment. It might sometimes be appropriate to include specific provision for capital investment in the productivity agreement.

Only if conciliation failed or was refused would the tribunal's powers of determination come into play. If a restrictive labour agreement was registered, was found to operate against the public interest and went through an unsuccessful conciliation process, it would then be prohibited, and either a company or a trade union operating or trying to enforce such an agreement would be fined. There has to be a sanction at the end of the road, and that would be it. In some cases, and in some circumstances, it might be possible to consider the conservation of the men and the strength of the union. These would probably be a small minority of

cases, and the tribunal would no doubt stay in the conciliation procedure rather than provoke a 1974 type of confrontation. When conciliation has to wear away a boulder it takes a long time.

If British productivity were to be brought up towards the international competitive level, a substantial capital investment would be required. Our present capital stock could probably produce a third more than it now does if it were operated to the best advantage. As the level of productivity we would be aiming for would be twice our present productivity, that would require a further increase of something like fifty per cent of the present capital stock of our industry. There would also be a new encouragement to modernize our existing plant. This would take a considerable period to achieve, but rapidly rising productivity is the one thing that would generate a major wave of investment throughout British industry; it would also provide the balance of payments strength and profits required to finance such an investment.

One of the main purposes of raising productivity is to be able to pay workers more. Both workers and management would need strong incentives to make the most of such a programme. It is essential that they should have a fair share of the productivity gains that would be made; capital also must have a fair share in order to encourage investment. The policy would be designed to strengthen these incentives; higher incentives are essential to success.

The greatest force of resistance to overcome might prove not to be the trade unions but the rising fear of unemployment. Once the system has been set in motion, everyone would see that increased national competitiveness produced greater real wealth for everybody and higher real wages for the workers who had joined in raising their productivity. Everyone would see that the improvement in productivity had generated a new level of investment, and that the new investment itself created new jobs. High productivity is therefore an essential policy for combating unemployment in any but the shortest term. It should not be seen as a heartless policy towards men who are now feather-bedded out of their feather beds and on to the streets. It would be a rescue policy of taking men out of the leaky lifeboats of over-manned factories and putting them on to the solid dry ground of fully competitive and considerably better paid work.

This proposal may be feared, but wrongly: it is good for employment and for the unions. The greater danger to any institution comes when it fails to perform its function; an institution that fails to perform its function must reform itself or die. A parade ground army which does not fight is doomed; a trade union movement which actually reduces the real standard of living of its members is a doomed trade union movement. High real wages is what people want; restrictive labour practices necessarily reduce real wages by sharing among 20 men the earnings power of only 10. If the trade union movement were to put itself against higher productivity, and were to defend to the death the existing machinery for wasting manpower, that would be a disaster for the unions as much as for Britain.

Higher real wages can only be paid out of higher productivity. Higher employment can only be assured in an fully competitive in international terms. If therefore an effective attack is made on those restrictive labour practices which significantly reduce production, it will become possible for the trade unions to perform their real job and the future of the trade union movement itself will be safeguarded. Such a policy is not only right for the country as a whole, as it plainly is. It is not only right for the workers whose productivity has to be sold, as it plainly is. It is essential to the health and perhaps to the survival of the trade union movement itself.

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Bernard Levin

## A pity about Mr and Mrs Big Chimp, but leave me out of it

You know what there's going to be trouble about now? Gorillas, that's what. It seems that a Manchester zoo is closing, and the animals in it have been sold.

These include a male gorilla named Jo, and his mate, high Susie; the beasts have lived together in whatever is the gorilla equivalent of marital harmony for ten years, but they are now to be parted, as the pair are going to different homes.

Before the trouble starts, I had better make a hasty disclaimer: it's nothing to do with me. I have never laid a finger on a gorilla save by way of kindness; I have neither sold nor bought either or both of the

beasts in the instant case; and I intend to tear up and throw into the wastepaper-basket any recollection of anybody on any aspect of the subject.

But although that may serve to keep me out of the row, it will certainly not stop the row taking place. And if you think that an exaggeration, you clearly do not read the less expensive newspapers. If the fate of Victor the giraffe ("A nation mourns") did not convince you that, where animals are concerned, there is absolutely no limit whatever to the volume, speed or duration of the outpouring of zoo inevitably attendant upon sentimental dramas involving animals in this age of the television set, you remind me, before I go any further, of the prize bull at the

Smithfield Show a few years ago.

This creature, which I seem to recall had a white blaze in the middle of its forehead and was therefore inevitably the subject of even more anthropomorphic-oriented drive than would otherwise have been the case, had been bred, reared and shown for the sole purpose of being eaten. Its success at Smithfield enabled the farmer who owned it to sell it, at a substantial price, to a firm of wholesale butchers, and a nice meaty Christmas larded up for a number of affluent families.

What followed can only be described—I blush at the language, but there is really no other way of saying it—as a picture and vital statistics

having been published, the nation, or at any rate the most foolish nineteen-twentieths of it, went into spasms. Letters poured into the offices of newspapers and television companies, petitions were launched, attracting thousands of signatures more or less overnight, the farmer and the butcher involved in the whole thing were treated to a perfectly normal commercial transaction found themselves widely regarded as considerably worse than a pair of cannibals, and a fund was opened (and, I recall, instantly oversubscribed) to buy the bull and give it a nice warm home for the rest of its natural life.

Indeed, I think it was even worse than that: if I have not imagined it, there were suggestions of a boycott of the

products both of the wholesaler and of any retailers who might take a cut of the

domed animal, and the farmer who started to lose his livelihood, and the incidence of conversions to vegetarianism rose abruptly to unprecedented heights.

I do not remember how it ended, if indeed it did; possibly the animal is at this moment dwelling morosely in a very unsuitable field and frightening the wits out of innocent rambles. But the point is that although there were those who expressed the opinion that there were no grounds for recommending to Her Majesty any exercise of her prerogative publicly went so far as to argue that the Queen should have shown that there were far

more humdrum about them had previously been supposed.

The same, and possibly more so, happened in the case of a cat called Arthur (which suffered the extra indignity of being revealed, in the course of the proceedings, to be a female); this animal used to appear in a television commercial, and there was some dispute about its ownership, which resulted in a series of legal actions; again, for all I know, there may be an appeal to the House of Lords pending at this very moment. Here, too, the nation's business came to a complete halt while Arthur held the stage, and when, at one point, the very allegations that somebody had been cruel

to him, I feared that the gutters of Oxford Street would shortly be running red.

As for Victor the giraffe, his story will be sufficiently fresh in your minds. And now, as I say, it is going to be gorillas, and in particular the cruelty inherent in parting Mr and Mrs Big Chimp (if an article in the *Daily Mirror's* headlines is to go along) after 10 years of happy marriage. Nobody will seek to discover, though I am sure Lord Zuckerman would be happy to settle the question, if he was asked whether gorillas have the same feelings about domestic partnership as human beings do; nobody will inquire as to whether they were happy together; certainly nobody will say that it does not matter,

even if I dare say no more than that I refuse to be involved.

It has been said, unlikely, that the people of this country prefer animals to their own kind. The truth is, I think, that we are a little bit different. E. G. Wells's *The Island of Dr. Moreau*, in which animals are turned into semblances of human beings, but ultimately revert, is generally taken to be bad allegory; for my part, I have no objection to it as a straightforward description of a strange world. "Ay, in the catalogue we go for men," said Macbeth, remembering, only talking about murderers, who shall we meet? What would he have said if he had been addressing gorillas?

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## THE TIMES DIARY / PHS

### Fighting the good fight over tomorrow's MPs

In case you believe everything you see on television, let me tell you that it is not all sweetness and light. Yesterday's Labour Conference in Brighton. Delegates continue to fight the good fight.

Take the fringe meeting of the Labour Parliamentary Association, who invited Tony Benn to address them on "the Socialist alternative".

The chairman of the meeting, Bernard Kissen, harangued Mr Benn and his other listeners about the outrageous situation that exists over the accreditation of prospective parliamentary candidates to Conference.

"Conservative candidates are better off than we are," he said. Mr Kissen added that the association was permitted to send only "an observer" to Conference and that it was time the Labour Party treated its prospective candidates sensibly, enlisting their aid in decision-making processes at the annual conference.

Which leads me to the former press secretary of the

former Prime Minister. There, in the Press Gallery, looking doleful and chewing the inevitable peppermint orange was Joe Haines, representing the *Daily Mirror* and taking a very neat shorthand note (he was once a cub reporter) of almost all that was said.

**His favourite**

There was no way I could be persuaded that Mr Haines was taking it all down for his *Mirror* column, so fearing another revelatory book of gossip reminiscence, I tipped away lest he should hear what I was saying to George Gardiner, also a former political reporter but now Conservative MP for Reigate.

Mr Gardiner claimed he was representing some obscure journal. It was obvious, however, that he was seeking guidance on how "leaders in office behave" to pass on to his favourite Tory who is (you guessed correctly) Margaret Thatcher.

To end, a coals to Newcastle story. The British delegation to the Council of Europe has decided to send food to Strasbourg.

Tomorrow is it Britain's turn to play host at a major banquet for more than 400 parliamentarians assembled at Strasbourg.

The Food and Drink Industries Council has taken a last-minute approach to our delegation and agreed to provide "British food" for the special reception. The goodies, supplied free of charge by a number of leading food companies, will be packaged in London and taken by road to Strasbourg.

It is said that the buffet will include smoked salmon from Scotland, porked shrimps from pots, York ham, apple pie, Devonshire cream, Stilton cheese, and "typically English condiments" such as mustard from you-know-who with English biscuits and butter—the latter in spite of the mountains in Europe.

So long as the electricians don't strike too...



### Just a double line on Hitler

I liked the tale Peter Ustinov told yesterday about Alec Guinness, who was sitting a few seats down from him at the Foyles literary luncheon Sir Alec, playing Hitler in a film, went into a street in Little Venice, London W2, to pose for some photographs. He came back with a yellow line. A murmured apology from Sir Alec: "I won't give you a ticket this time," said the law, straight faced. "I have no desire to spend the rest of my life in a concentration camp."

Mr Ustinov said: "I tell this story when people ask me over in America. How is everything going in Britain, these days?" J. B. Priestley, chairman at the luncheon to celebrate the autobiography *Dear Mr. Ustinov*, said that he was in a double and dry humorous mood. He and Mr Ustinov were opposed types, he said, except that they were both witty men.

### Nine swans have crashed into high power lines across the Cuckmere Valley in Sussex and died. So the birds can see the cables from now on, electricity board engineers have hung plastic cones on the lines.

The organisers of a medieval banquet at Tattersall, Lincolnshire, saw in the records that they were supposed to send a sample of the choicest delicacies to the King and Queen of the day.

So they sent stuffed chine and plum bread to the Queen and Duke of Edinburgh. Somebody evidently stuck in a thumb and pushed out a plum, because yesterday the parish council received a letter from Buckingham Palace requesting a whole consignment of traditional plum bread.

I said earlier this week that the Reform Club was in the process of an international feast. I should have said, the Arts Club.

### Hair-razing day for Mr Baxter

What was Raymond Baxter doing at London Weekend Television yesterday? A pack of media hacks and hackettes turned out attracted by an invitation in the form of this simple interrogative.

The answer was that Mr Baxter was presenting a stunt television programme about shaving. A form noticeably similar to that of the BBC programme, *Tomorrow's World*, was sponsored by Braun, the West German firm making electric shavers.

Perched on a high stool or manipulating his visual aids, Mr Baxter presented a jocularly didactic history of shaving from the Pharaohs to the latest electric methods of depilation. It contained such important information as the news that the toughest beards in Europe are found in the forests of Bavaria, and that if the bristles that average man removes from his face during his lifetime were laid end to end, they would stretch from London to Portsmouth.

The punch-line of the programme was the announcement of a revolutionary new electric shaver with a very narrow head and a pattern of oval blades with angled heads to trap the unwary hairs. No prize for guessing the name of the manufacturer.

### The National Association of Flower Arrangement Societies is not so much hiding its light under a bushel as burying it.

Some simple spring flowers, arranged by one of its members, are to be entombed in a cube of glass under a stone in the Norman Undercroft at Westminster Abbey.

There will be nothing to mark the spot; the only reference to the Jubilee Week will be in the *Reading University* which made the only Jack Frost. (Which seems only right as the flowers will already have been freeze dried.)

مكتبة من الاصل



once again small  
is beautiful.

On 26 the Financial Editor of *The Times* is column: "Small is fashionable once he was talking about the City, but he was now which has been growing fast in the past in the British fashion industry. he war, Britain was fortunate in having an efficient, dedicated ready-to-wear industry, new names and producing some of the best priced derivations of world style that you anywhere in the world. sports boomed, we topped them with one distinguished group of couturiers—it was, still the era of tailoring—and we British had a name for ourselves for quality and reliability in fashion which was previously associated with engines and our heavy machinery. as such as Frank Usher, Aquascutum, Burberry, Peck, Cojana, Dorville, Jean Allen, Susan Small, any more, sweated in the eye of unaccustomed us and brought us back our money and our repu-

fashion has always been a tricky business, and more so than for a country which both supports a great textile industry and invokes a most elaborate system of state design education, and yet has certain historical reservations about whether or not it is a proper business.

owed our postwar triumphs to people who in cases came from a different and more fashionable culture. When we began to develop our own style (I suppose for neatness sake one day 1948, when the RCA fashion course began), when, individualists that we are, the original which had a continental grasp of the need for line and presentation of line broke up, the trouble

London burgeoned with fashion firms, bad and indifferent, but as in life the good gets blamed with the bad, everyone got stuck the label of "swinging but shoddy".

ie fact is that the explosion was just too much. vacuum is never filled with moderation but always "violence" is a maxim which applies to dress as to other things. There was, indeed, a vacuum, ed between the iconoclastic output of the new schools and the secure, Paris-oriented designs of established firms.

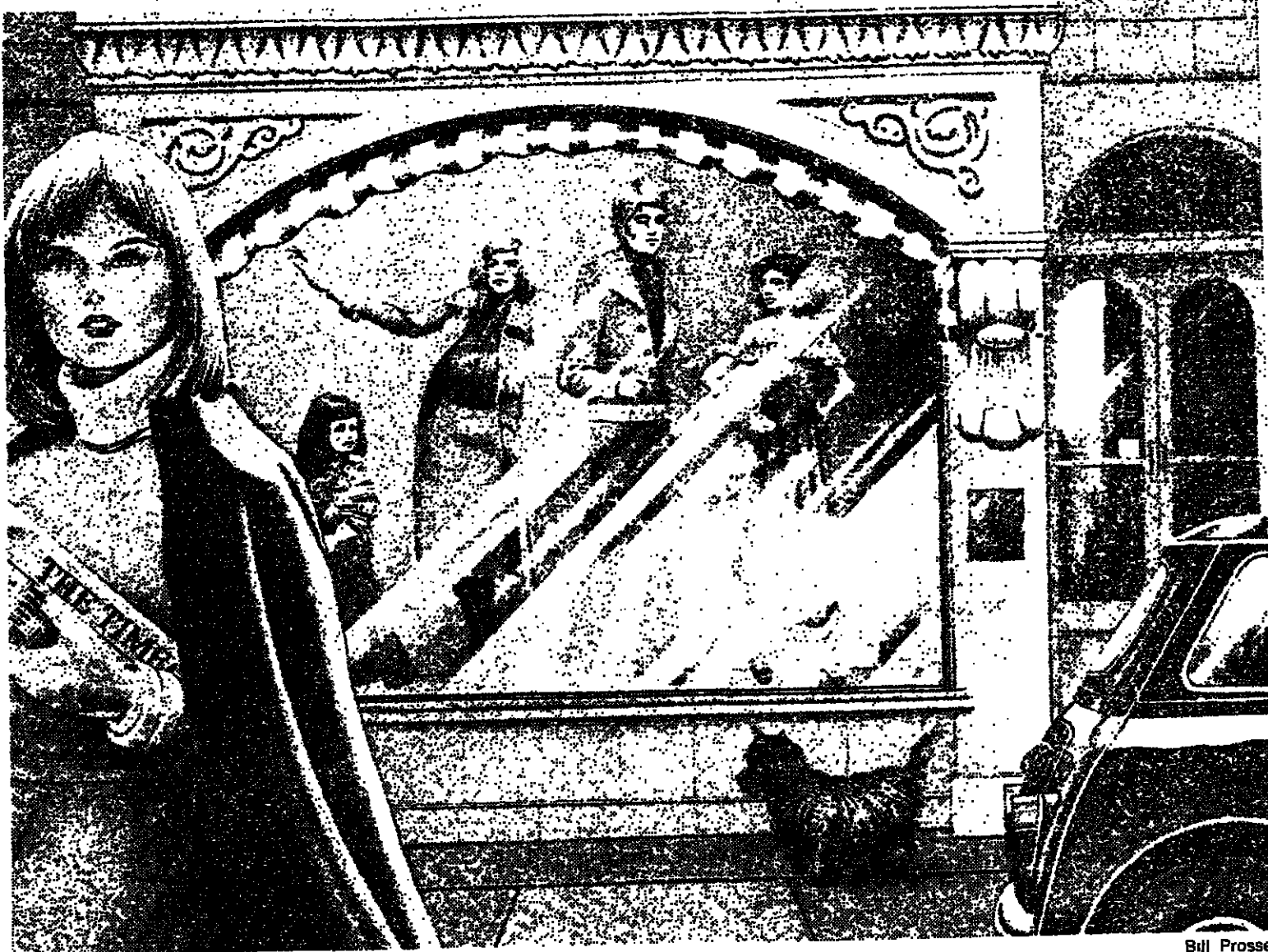
ie customers were torn in two. Many women pre- the safety of a style they knew had been advo- ed by a world name; the new young money-spenders ed something new and different and British. any, myself included, spent years trying to marry two sides together. At any rate, I have now come ie conclusion that the new wave of young designers want to be on their own are right — provided can find that elusive man in the middle, the man- (the RCA does now have a Wolfson Chair in Management).

is partly because they represent a new direc- of British industry more suited to our own charac- but also because by producing small quantities ively, strange, different clothes they appeal to the progressive market, the market which is best ed to our high labour costs and small production ut our thanks are still due to the backbone of the istry. Many of the old names are still going strong, such as Marks & Spencer and the Courtauld's idaries have pushed into exports providing qua- and quantity. Even if the marriage was not com- pletely consummated, the two parties live in perfect ionic.

Prudence Glynn  
Fashion Editor, *The Times*.

# Fashion in Britain

a Special Report



Bill Prosser

## Big rise in UK exports

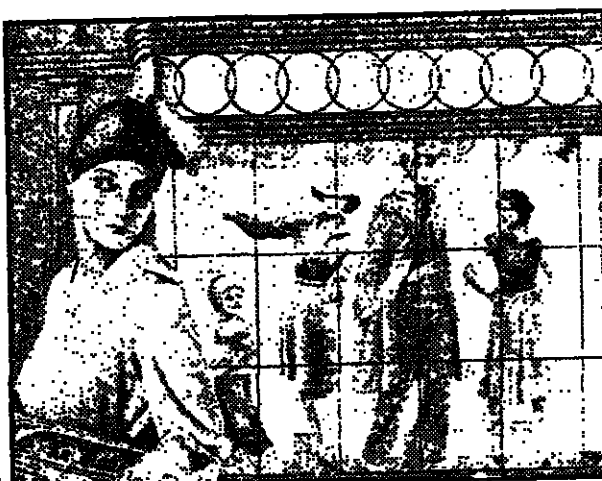
value of British clothing exports for the first months of this year increased by 51.1 per cent on 1976.

commenting on these remarkable figures, Mr. Randle, chairman of the Clothing Export Council, explains that they include cost inflation about 16 per cent and represent a real growth about 35 per cent. "Our target of £1,000m ears to be well within our grasp", Mr Randle

adds: "This improvement is due to three causes. First, the better reputation for quality ready-to-wear. Second, the massive improvement in our standards of delivery and third, British slowly developing reputation as a source of creative fashion."

Exports of clothing (£'000) 1977*	1976*	%
Belgium and Luxembourg	12,148	7,529 +61.3
Denmark	18,930	13,485 +40.6
France	20,236	12,860 +57.4
Irish Republic	40,526	30,875 +31.3
Netherlands	24,920	14,462 +72.3
Norway	24,724	14,205 +74.1
Nigeria	15,478	9,136 +69.4
Sweden	26,946	17,365 +55.2
Switzerland	13,573	10,773 +26.0
U.S.A.	21,211	13,980 +51.7
West Germany	26,963	17,558 +53.6
<b>World Total</b>	<b>351,828</b>	<b>232,827 +51.1</b>

Imports in the same period totalled £508.995m compared with £438.541m in 1976 (+16.1 per cent).  
\* First eight months.  
Source: Clothing Export Council.



Tomorrow:  
Fashion in France—  
the franchise story, profiles of Cardin and Saint Laurent and 50 years of show business

## Silks pay the price of competition

by John Taylor

With the home market reflecting the hard times of the retailer, the clothing manufacturer is having to look to exports for any good news.

Fortunately, in the men's trade, the fashion of the British country gentleman is emerging.

Continentalers are seeking a soft, breezy, flannelly, brogue-shod look as a reaction to the lavishly lapelled, pinch-waisted, high-shoed caricature of grotesque formality of the Italian style.

Showing its interest in British fashion the German menswear manufacturer, Odermark, bought in British cloth exclusively for its 1977 ranges, and produced its selling brochures in a glossy facsimile of *The Times* format.

There is no doubt that a swing in the British look benefits British menswear manufacturers selling abroad. If a British look is wanted then obviously the best place to get one is in Britain.

One could say that British menswear has everything going for it at present, provided a lot of it is not thrown away by the curious habit of regarding everything imported as better than the home product.

Exports are improving throughout the industry. The Clothing Export Council reported recently that the target for Britain's clothing exports is now £1,000m worth a year to be achieved within three years.

That almost doubles the 1966 figure, when the fame of Mary Quant and Carnaby Street was at its height. Exports for 1977 are expected to be worth £625m. The CEC will help smaller firms which make a good contribution to the export effort. There will be a campaign to promote it and Mr Lenny Kaye, a CEC member, of Carrington Virella, is to plan a new centre in London for developing the industry.

But while exports seem promising the difficulty of imports remains. The campaign by the Clothing Manufacturers Federation in 1976 supported by the National Union of Tailors and Garment Workers has alerted Parliament and Government to the dumping by poor Asian countries of cheap garments in Britain, but much has still to be done to balance unfair trading.

There is some hope in the Multi-Fibre Agreement which is due for reconsideration when it expires in December. It was signed by the EEC in 1974 to give developing countries a chance to increase their textile exports to richer countries. But it seems to have ignored the fact that many poorer countries have fairly advanced textile and clothing industries.

The MFA was supposed also to allow importing countries to fix limits on the growth of "imports from developing countries, taking into account the health and needs of their international.

own indigenous industries". But the dilatory application of the MFA has allowed cheap imports to pour into Europe and to raise artificially the base against which the growth of imports is supposed to be measured.

Other countries outside the scope of the agreement, especially the state-trading countries of Eastern Europe, have worsened the position by exporting cheaply at prices dictated politically rather than by profit.

Western Europe has suffered much as a result. In Britain 245,000 jobs were lost between 1969 and 1976, about a quarter of the industry's workforce.

Trends in the West favour again clothes of quality, while the great denim market has moved further towards the poorer producers.

Sales of jeans and denim have fallen over the past 12 months. Denim will remain an important part of the wardrobe, as flannels did after the move from the 1930s "uniform" of sports coat and flannels, but it is no longer fashionable and sales should fall as a result.

The influential Interrex report advises manufacturers of denim and jeans to "concentrate on quality standards and delivery performance... and examine closely all new developments in blends and finishes... less solidly established producers in many countries could risk losses by remaining too long in a sector which is becoming an increasingly specialized activity".

Attitudes in the developing countries have been hardening against interfering with the structure of the MFA. Mr David Jordan, director of the Hongkong Commerce and Industry Department, recently said the developing countries must form a united front to oppose modification of the agreement. He said it was dangerous to establish a global quota on the basis of market disruption and that the basis for determining this disruption was misleading. He asserted that developing countries should resist further restrictions and should press for extending the agreement in their favour.

At certain levels of the retail clothing trade there is sympathy with the impact of cheap garments. One opinion was that market forces should be allowed to play their part in the marketplace of the world to take advantage of cheap imports at the expense of costlier home products.

But that opinion neglected to consider whether the retailer wished to take advantage of Asian production at the expense of the home industry and was also prepared for the home consumer to take advantage of retailers by demanding similar conditions and mark-ups suffered by small retailers in Asia.

That would involve retailers applying the working hours of the Asian shopkeeper, accepting his also to allow importing countries to fix limits on the growth of "imports from developing countries, taking into account the health and needs of their international.

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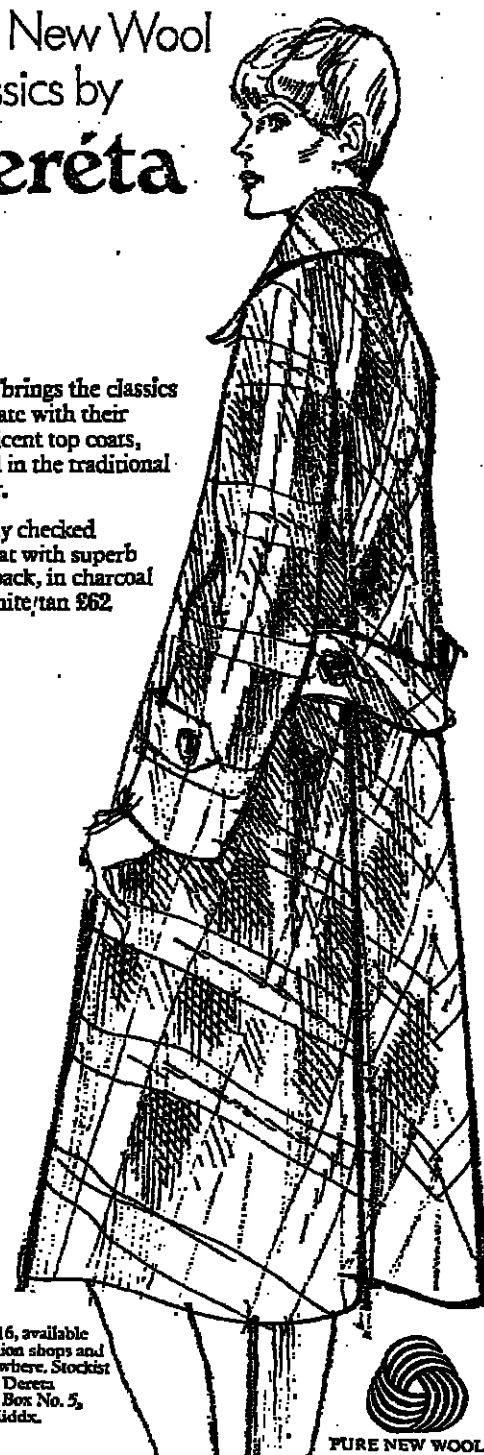




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PURE NEW WOOL

by John Taylor

Slightly heartened by the good economic news recently, the retail fashion trade finds itself beset by the normal problems of trading even in an encouraged market, but at the same time facing readjustments of consumer psychology which make considerable rethinking necessary.

One may regard the jeans and T shirt image of the past few years as simply a passing fashion — but its widely general application to men, women and children, and the positively anti-elegance image manifested in that application, marks the 1970s as one of the blind spots in the history of a concern with appearances.

Happily for the clothing and textile industries, such a situation could not continue indefinitely — and tendencies which began to manifest themselves as the economic depression struck were clear enough in 1977 to pose problems of restocking.

For tastes are changing and sought-for images along with them. From the United States, which so often leads the sociological tendencies which ultimately decide domestic culture forms, reports come of remarkable shifts away from the radical positions which have so long marked young people's thinking. "Reincarnated," one report said, "is the graduate with short hair and long-term existence about getting a job. Discreet conservative views are moulding young opinion as fear of unemployment

spreads back from the dole queue to the lecture room." Sociological tendencies have always intertwined with the visual expression of consumer fads and fancies. They are sometimes the only way in which an otherwise inarticulate public can voice its changing attitudes. And though the Conservative Party may take heart from the fact that attitudes conservative can lead to attitudes politically Conservative, the use of conservatism in this text is perhaps better translated into "moderation and respectability".

For, after some 30 years of growing working class significance — where the young felt it important to identify with "the winning side" through a phoney reflection of work wear — for denims are merely overalls, and the T shirt simply the uniform of a labourer working in his vest — the young are beginning to dress by the right.

The bloodless revolution of the post-war years has urged permissiveness and the jettisoning of standards of thrift and moderation induced by the great depression of the 1930s. Crucified to the labourer's image was a young generation which was possibly responsible for less actual work than any other young generation in history. Deliberately frayed trouser bottoms, deliberately ripped-off sleeves, deliberately sewn-on "poverty" patches were the final absurd plays in the pantomime. Paradoxically, only when we "never had it so good" could we afford the indulgence.

Labour encouraged attitudes which disregarded the "success-

## Hard times see off the scallywag look

ful" image which hitherto had been the mainspring of personal public relations. With manpower at a premium why bother to imitate the boss? There is another one waiting just down the road.

Now, unemployment is neatly reversing the picture. Even the chairman of the Manpower Services Commission warned the young unemployed in mid-September that employers are again demanding a concern for appearance among job applicants. However he may dispraise unemployment, the clothing retailer will welcome the advice.

For he has been having a bad time commercially over the past year. And his situation is hardly simplified by the need to make a decision on the timing when his own customers will begin tending middle-classwards.

The old A, B and C marketing classifications no longer mean much. The erstwhile As and Bs are now the financially beleaguered. Purchasing power lies in the high Cs.

A working class man and wife (both earning) backed by working contributions from two or three offspring have immeasurably more resources than the middle-class family dependent entirely upon the breadwinner to support a non-earning housewife and several children still involved in the expensive further education on the social class traditionally expects.

So the class emphasis is changing, and the retailer's job with it. Restraint is making appreciations more esoteric, demised appreciations urge the need for higher quality standards in clothing. There is a feeling

for the tailored garment, a old stock is especially dangerous while fashion taste is experiencing its current shock, and there is little sense in the retailer attempting to save his neck by going down market when the trend is to trade up.

Even good old reliable denim is taking a bit of a beating down market. There is little doubt that only specialist stores will be able in future to rely on the former uniform of the teenage jeans and T shirts. The rest of the world is suddenly having to grow up.

There are advantages for the retailer once the agonising reappraisal is over. Such simplicities may have made his buying easier in the past, but did they really do a lot for his selling?

Compare the mark-up possible on a complete ensemble of adult and quality clothing with that of a pair of jeans and an Adidas T shirt. And imagine the false exponent that you might sell two jeans and T shirts for every adult ensemble. Two could be sold there because that look was fashion. It cannot happen now because that look is not fashionable.

Consolation may be found in the fact that unit sales may decrease but turnover can climb. It is a curious paradox of hard times that the consumer buys more sensibly — which often means more expensively — and the retailer is left incapable with the daunting realisation that business is only done by doing it.

Apart from it being the fashion trend anyway, quality can now be sold also as an investment. The fashion retailer must take advantage of a change in consumer psychology which he is, anyway, powerless to impede.

Relaying on trying to clear

tight waists and tightly crumpled but flared trousers. It is a style which at the mass production end of tailoring is only now beginning to fade — and the replacement now being experimented with at wholesale level is a silhouette he has been using for some time. He sees it as an updated modification of the 1940s, the Robert Minkoff drape, a shape long enough out of favour to offer novelty to a younger generation who were it not a comforting nostalgia to those who did.

Sadly, Nutter no longer delivers his ensembles from his original premises. He left Nutters in the care of his former cutters last year, and moved on. He does not talk about why, but clearly it still hurts even when he fails to laugh.

Today you may find him at Kilgour French and Stanbury, in London's Dover Street, next door to Brown's Hotel. It is one of the four finest men's tailoring establishments in the Savile Row area — and therefore in the world — and shares top billing only with Huntsmans, Henry Poole's and Bespoke and Currie. Of the latter three the first is the most expensive, the second enjoys the imperishable fame of having "started" Savile Row, and the third dresses the men of the Royal Family.

Nutter has been brought into Kilgour's to "add a new dimension", and a list of current clientele suggests a curious if satisfying balance of the social scale: the Duke of Bedford, Elton John, the Marquess of Dufferin and Ava, Eric Clapton and Adam Faith, Lord Montagu, Neil Sedaka, Yuki, the Marquess of Tavistock, John Lennon, and a host of other names. A red velvet suit for Twiggy and the clothes for the New York production of *Side by Side by Sondheim*. The piquant mixture is clearly a hit. Already the

Kilgour premises are being altered to accommodate a new range of accessory lines and ready-mades designed by Nutter to be launched in November. Tommy discusses it and the boxes of alterations while concentrating on a very soft suit "almost pyjamas" in plain black, for the international fashion show to be staged by John Peckler of Reid and Taylor in Venice this evening.

Tommy Nutter wearing his soft suit which is to be shown at the international fashion show in Venice this evening.



Tommy Nutter wearing his soft suit which is to be shown at the international fashion show in Venice this evening.

new premises were in the new block where Ward's original shop had stood when he first joined them. Ten years earlier — at the start of the swinging sixties — he would have been in the style of the tailored "costume" period that followed, but the era of jeans and T-shirt executives was beginning, and he has had rather less scope for imaginative tailoring in his independence than would have been the case in dressier times.

But he nevertheless soon established a look of his own, a style of the house clearly influenced by the early Cardin — narrow, square, pagoda shoulders, with extravagantly broad lapels often widely braided,

light waists and tightly crumpled but flared trousers. It is a style which at the mass production end of tailoring is only now beginning to fade — and the replacement now being experimented with at wholesale level is a silhouette he has been using for some time. He sees it as an updated modification of the 1940s, the Robert Minkoff drape, a shape long enough out of favour to offer novelty to a younger generation who were it not a comforting nostalgia to those who did.

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Witness an award-winner shown here: Rosalind Peerman's pearl mink and canvas zipped jacket with matching mitt/purse, made by George Smith & Sons.

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## THE SUNDAY TIMES IS JILLY COOPER

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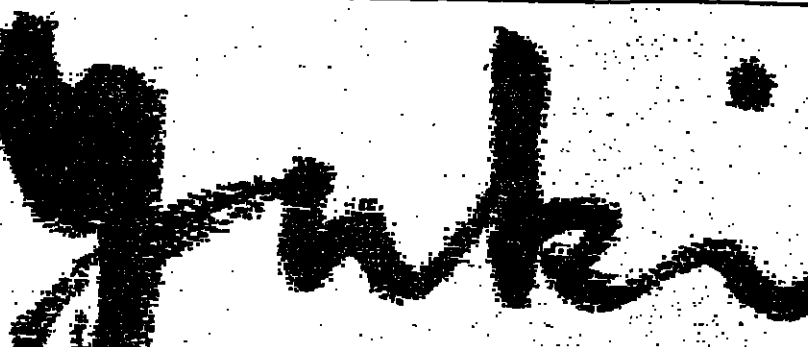
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## A MINUSCULE DEVOLUTION

Mr Francis Pym took an opportunity at St Andrews University last night to bring into clearer focus the Conservative Party's distinct position concerning the future government of Scotland. A devolutionist in the present debate means someone who advocates the direct election of a body of politicians representing the people of Scotland sitting among them. In that case Mr Pym is a devolutionist: I do not think that most Scots will be convinced that enough has been done until there is a sort of representative body in Edinburgh. But he condemns a sort of representative body forward by the government of the Bill in the House of Commons.

The particular criticism on which he dilated last night (and has others) is that the Conservative Party would become the "big brother" of a parliament in Scotland, Wales, and Northern Ireland. This, he said, would be a "big brother" of a parliament in Scotland, Wales, and Northern Ireland. This, he said, would be a "big brother" of a parliament in Scotland, Wales, and Northern Ireland. This, he said, would be a "big brother" of a parliament in Scotland, Wales, and Northern Ireland.

## THE RINGMASTER AND THE CLOWNS

A key question at most Labour conferences is whether the leadership is in effective control of the party. This question has to be put in two ways: the leadership dare assert itself and if so is it accepted? The most distinctive feature of Mr Callaghan's regime so far has been its force, even bluntness, with which he has put the issues to the party. His style is frequently contrasted, almost invariably favourably, with that of Harold Wilson. At Blackpool last year, Mr Callaghan took the conference back by the firm with which he explained it was no longer possible, if it had ever been, for him simply to spend his way of unemployment. At Brighton yesterday, he carried over the process of educating the party in the economic reality that this country faces today. He was unequivocal in his warning of the dangers of excessive pay rises: "So to those who me 'no way will the country go to unemployment going again'." While he held out prospect of rewards ahead, made it perfectly clear that would have to be earned by hard and effort.

## THE JAPANESE PAY THEIR DANEGELD

A bitter argument is now going on in the Japanese Government at the complete success of the Red Army hi-jackers. It is not surprising. There have been much critical comment about the failure to join those elements that have refused to ve in to hi-jackers' demands who believe that when such risks find all destinations led to them they will be freed. In this incident the Japanese authorities suffered, making no attempt to state. Hi-jackers' demand for a ransom was met in full—even to undignified scramble to enough US\$100 notes American banks to satisfy precise specification. This accompanied by urgent calls to likely governments to the Japanese plane so that hostages could be released. Prime Minister, Mr Fukuda, said humanitarian motives;

accused of overplaying the ill effects of that anomaly in the central institution of government ("elected representatives in any one institution must all bear the same responsibility for their constituents wherever they come from"; not so of the House of Commons between 1922 and 1972 when Northern Ireland had its own provincial parliament), the consequences for the parliament at Westminster of the scheme of devolution the government is attempting to enact counts very heavily against it. Mr Pym's rather slow realization of those consequences was an important factor in the arrested passage of the Bill earlier this year.

Mr Pym therefore advocates instead a different sort of representative body in Edinburgh, one which does not generate its own executive and which has no subordinate legislative functions. The legislative function is thought to be of symbolic significance to the Scots, but the attempt of Conservative theorists to devise a law-making role for an assembly which does not make laws always runs up against the awkward question of what happens if the United Kingdom government and legislature is of one political complexion and the Scottish assembly helping to process the legislation is of another. Mr Pym is frank enough to acknowledge the difficulty. He has not given up hope of meeting it, but admits that his assembly might have to be denied legislative business.

That would leave "a powerful scrutinizing and inquisitorial body" for which Mr Pym has

been able to compile a list of eight sorts of task, other than coming in on legislation. One is to "call to account in Scotland the powerful Scottish executive which Scotland already has". Question, yes. But call to account? Can such a body call to account the members of an executive whose appointment does not require its approval and whose dismissal it is unable to effect? Indeed the difficulty in the Conservative position as outlined by Mr Pym is that, having conceded the case for some sort of political as distinct from administrative devolution, they offer it in a form which Scotsmen want devolution—and it is generally supposed that enough of them do to make it imperative—will not recognize as answering to the required description. Conservatives have the concept of a "devolution" which is a form of political devolution, but they offer half a loaf that they would do better with a bread roll.

Or perhaps political events will relieve the party of that task. Ministers express a new confidence that they will be able to get the Scottish devolution Bill through Parliament. If so, and if the Prime Minister does not call a general election before the autumn, a Conservative government would have to do no more than make the best of the new Act. And what in other circumstances a Conservative government would do about Scotland is likely to depend more on what the Nationalist challenge looks like after the election, and on the extent to which Ministers require the support of the SNP in the Commons, than on the pre-conference explanations of Mr Pym.

whole conference. This means that trade union voting dominates the outcome and the right wing had hoped that, with the help of unions under moderate leadership, both Miss Joan Maynard and Mrs Renee Short would be dislodged. That has not happened, although Dr Shirley Summerskill was only just behind them. Full allowance must be made for the complexities of Labour politics: trade union block votes become committed in intricate deals with each other, so that it is not easy to switch these votes quickly.

None the less, it appears that in the battles within the party the leadership is not yet receiving the full support of those unions which have been exerting a comparatively moderating influence in economic matters. The swing back to the right in the trade union leadership has been widely remarked but they had it in their power to switch the balance on the NEC and did not do so.

That may not matter so much under present conditions. Mr Callaghan is in effective control of the Cabinet and the parliamentary party. He is not likely to be under too much pressure from the rest of the party this side of an election. But the long term battle for Labour's future has still to be fought.

which their own extremists will go.

Other motives, rooted in national psychology, may also have pressed the Japanese to surrender. If resistance had failed and the hostages had been killed Japan's sense of responsibility and shame would be much worse. The desire to avoid any such outcome in which blame might seem to fall directly on the Japanese Government would be very strong. Yet surrender can only give the Red Army members a freedom of action that will prolong their wild revolutionary endeavours. Having given their word to the Algerians—whose part in the operation leaves them open to criticism—the Japanese now say they cannot ask for the extradition of the hi-jackers and their released comrades. The line may have to be drawn under this particular incident. But the Japanese should realize that firmness is the only answer—even if a price has to be paid.

during the four weeks before the survey. But who shall survey the surveyors? Substituting "not occupationally required" for the set book condition, would the figure differ substantially in a sample drawn from Members of Parliament, pedagogues, journalists, or any section you care to name of the more-or-less literate public? Have you, Sir, read a book this month beyond the call of duty? Have you had time to do so?

I confess that, as a life-long addict to the printed word, within the past four-week period I only just scraped home under the "at least" proviso, not including books consulted, examined or skipped before relegation to my growing shelves to await the leisure that never comes. Yet in the long, dark days of the winter solstice my average may well better one book a day. The basis of the survey, in short, is laughably laughable, we must say, since "not occupationally required" means no longer what it did—unsound.

DAVID W. SAGE, Cobham, Kent, September 29.

### Reading habits of children

From Mr David W. Sage  
Sir, Your Education Correspondent reports today (September 29) a survey of children's reading habits. The children's description of books read is applied to a child who has not read at least one book not set by the school,

## Developing future energy sources

From Professor Sir Martin Ryle, FRS

Sir, The letters from Mr Adkins (September 26) and Messrs Chapple and Lyons (September 27) suggest that wind generators and other renewable sources can only make a token contribution to the energy shortage which will undoubtedly exist by the end of the century, and imply that a nuclear solution could solve it. I believe both conclusions to be false.

We take the forecasts by the OECD of the recent international survey sponsored by MIT (Energy Global Prospects 1985-2000), "gap" in world oil supplies by the year 2000 is approximately equal to the total consumption of the early 1970s. The UK will still be a net importer of oil by the year 2000. The present North Sea extraction plans—by again importing the bulk of her oil. On the optimistic assumptions (a) that we can then have the same share of the world supply which we enjoyed in 1970, and (b) that there is a 50 per cent increase in domestic coal production (a figure regarded as an upper limit by the ICB), the installation of even a modest number of nuclear generating capacity will be needed more than four times the present total generating capacity ("Economics of Alternative Energy Sources", Nature, May 12, 1977). This large capacity arises from the fact that, unlike oil and coal, electricity cannot be stored on the scale needed, so that the peak demands must be met by a corresponding generating capacity; it should be compared with the 1970 figure of 15 per cent of new nuclear capacity, which might be available by the year 2000 with "a massive effort by the (nuclear) construction industry and a full commitment to an on-going programme" (Energy Policy Review, 1977, HMSO). Since this represents only about 15 per cent of the capacity needed, nuclear power can certainly not be claimed to solve the problem, and other urgent action is needed. This should be done as a matter of urgency.

(a) The introduction of every possible economy in the use of energy—including a rethinking of our transport policy, and the design of manufactured goods with a longer life.

(b) The development of heat stores capable of accepting energy sufficient to last the four to seven-day duration of typical UK cold spells (rather than for 24 hours) thus reducing the large peak demands at present mainly met by local oil, or coal supplied by pipeline, or by a centrally controlled switching system such as that recently introduced by the London Electricity Board, could reduce the additional peak capacity needed to accept half-spectrum solar radiation allows the inclusion of wind, wave and solar energy into the system, since these also vary on a similar time scale.

(c) The urgent development to prototype stage, of all the most promising alternative sources. This programme will require government funding but on a scale which is still very small compared with that which continues to be given to nuclear research and development. Until such prototypes have been

built there is no way in which the Secretary of State can arrive at a logical choice of the best mix of energy sources.

Of the alternative sources, wind is at present the most highly developed, and appears likely to remain cheaper than wave energy, although both have an annual variation which fits the demand well. Solar energy is unlikely to be as cost effective under UK conditions because of its poor match to the energy variation of demand. Mr Adkins appears to be unaware of the large and successful wind generators built during the period 1955-65 (including 800 kW and 1 MW machines built in the last of his residence). Some aerodynamic and structural changes could improve these earlier designs, but they fed power for several years into their respective grid systems.

By distributing say 1 MW machines (whose size and construction would be comparable with 275 kV transmission line pylon), throughout about 1 of our coastal areas, more energy than that which the Department of Energy think might be possible from nuclear stations would be available by the year 2000, and it would begin to be available sooner. The manufacturing effort involved in such a programme (mostly using well established technology) would correspond to about 15 per cent of that of the present UK car industry, and both capital and running costs should be about 1 of those of an equivalent nuclear station.

The wind generators would certainly have a visual impact and obviously some areas would be avoided. At a space of about 1 km the effect on farming would, however, be negligible. Mr Adkins should indeed be more concerned about the environmental impact of the rather larger number of transmission line pylons which would be needed to bring the same electrical energy from nuclear power stations. The effect of the stations themselves every 5 km or so along our south and east coasts (Nature, August 11, 1977).

It is now important that a large prototype wind generator be built in the UK, so that the detailed design, performance, cost and rate of installation can be accurately established, to allow proper comparison both with other alternative sources of energy such as wave, solar and tidal, and with the various nuclear designs discussed. Thus far the work of the Department of Energy towards such a project (£75,000) represents 0.08 per cent of one year's nuclear research and development budget, a figure which appears out of balance with the potential rewards.

As long as this situation persists, Sir Peter's kind views may be right, but we should nevertheless applaud rather than deride the work of Sir Henry Lawson Tancard and others who, without help from the Department of Energy, are attempting to solve the remaining design problems of wind energy.

Yours faithfully,  
MARTIN RYLE,  
Cambridge Laboratory,  
Madingley Road,  
Cambridge,  
September 30.

### Plea bargaining

From Professor A. L. Goodhart, QC, FBA

Sir, In an illuminating leader (September 24) The Times has discussed the confession of guilt that an alleged offender might make so as to escape a more severe sentence than he would receive if he were found guilty of a crime. The leader is a serious and thoughtful one, and Justice Dr John Baldwin and Dr Michael McCann have dealt with plea bargaining when there is a difference between a case in which there is a simple question concerning the degree of punishment, and a case in which defence counsel may discuss with the trial judge the sentence "even if only elliptically".

The Times has reached the conclusion that the suggestion that a defendant should plead guilty in order to receive a lighter sentence is "a particularly objectionable" as "the administrative convenience of the courts, judges or barristers ought never to enter into a decision on what plea to offer". The conclusion which reached is that "inherent in the system of plea bargaining, and a blameworthy system of criminal justice such practices ought to be strictly limited".

When we turn to the law in the United States on this subject we find that plea bargaining plays an even more important part than in England. In certain circumstances the American law seems to differ radically from that which the English law covers. In the United States, under the American law an accused person may not only confess that he has been guilty of the alleged crime, but—and this is all-important—he may assert that he is innocent of the crime. In this respect our criminal problems are analogous to those encountered in every hospital ward—where, e.g. an elderly patient, confused after an operation, may (as an obligation not an abuse) have to be prevented from wandering out of the hospital.

Judgment and discretion, not rules of thumb, have to be exercised in these matters, in the interests of our patients not of ourselves. Denial of egress from a ward is not all the same thing as denial of the right to a voluntary patient to discharge himself from hospital. As chairman of this hospital's Medical Committee I have not had a single complaint from a voluntary patient that he was detained or treated against his will.

has helped the prosecution to charge the third person.

This would seem to be a reasonable rule, but it is a rule to one grave objection, it may lead to an injustice that not even the judge may recognize. It is essential therefore that if a third person is prosecuted for the crime the evidence based on the plea bargaining ought not to be admitted. Thus if President Nixon had been charged with instructing his legal adviser, John Dean, to commit a crime, the latter's evidence would not have been admissible in an English court.

I think that it is unfortunate that an English lawyer has stated in an American newspaper that there is no distinction between the English and the American laws on this subject. It is true, of course, that in both systems there is plea bargaining, but he failed to point out that the evidence based on plea bargaining is not the same in the two systems. The American rule is likely to lead to more convictions as the evidence of an alleged conspirator is admissible: on the other hand the English system is more consonant with the doctrine that it is better that nine guilty men should be acquitted than one innocent man should be found guilty.

A final word concerning the American rule may be said here. If an accused person who has been charged to a plea bargain is thereafter called on to give evidence against a third party charged with having been an associate in the commission of the crime, it would seem to be the duty of the trial judge to instruct the jury that such evidence must be given with great caution, human nature being what it is. Whether an adequate warning was given in the various Watergate cases may be open to doubt.

Yours,  
A. L. GOODHART,  
University College,  
Oxford.

### Friern Hospital patients

From Dr D. R. Pitcher

Sir, I wonder if I might amplify comments in your report (September 13) since they have been misinterpreted to mean that we apply constraints to patients indiscriminately. A minority of psychiatric patients, whether voluntary or not, may have to be confined to a ward as a condition of their treatment. In this respect our clinical problems are analogous to those encountered in every hospital ward—where, e.g. an elderly patient, confused after an operation, may (as an obligation not an abuse) have to be prevented from wandering out of the hospital.

Judgment and discretion, not rules of thumb, have to be exercised in these matters, in the interests of our patients not of ourselves. Denial of egress from a ward is not all the same thing as denial of the right to a voluntary patient to discharge himself from hospital. As chairman of this hospital's Medical Committee I have not had a single complaint from a voluntary patient that he was detained or treated against his will.

Doctors, and psychiatrists in particular, are frequently the targets of prejudiced attacks of one kind or another. We have almost come to expect it. Our powers of detaining patients against their will, for example, are not ones we have taken upon ourselves, but have been conferred by Parliament: they are not a privilege but a burden. What our motives are supposed to be, when it is alleged we detain patients illegally, I cannot imagine. We in fact spend much of our time finding alternatives to hospital admission, even for patients whose needs are great, because we have inadequate facilities to cater for an increasing demand.

Your readers will know of press comments on the leading of a confidential report by our Regional Health Authority which, as you reported, we regard as a travesty of the true conditions in this hospital. The injustice of this report will, of course, need to be remedied. Yours sincerely,  
D. R. PITCHER,  
Chairman, Friern Hospital Medical Committee.  
Friern Barnet Road, N11  
September 29

## Radical thought in universities

From Professor Paul Halmos, and others

Sir, Some of the treatment accorded Professor Julius Gould, more especially the letter from Dr Halsey and others (September 30), verifies his argument. Anyone who dares to say what is happening is grossly misrepresented and smeared. There is nothing more McCarthyite than the way candid opponents of illiberalism are labelled successors to Senator McCarthy.

If Professor Gould declares himself for open debate he is called a propagandist or a propagandist on record against state intervention when he is accused of secretly promoting what he certainly abhors. His circumscribed and carefully qualified criticisms are summarized as absurd generalizations. His detractors do not even contrive to quote more than two successive words of his report and achieve their effects solely by summary and conspicuous omission.

Professor Gould lays emphasis on the way contemporary thinking has acquired a disdain for the fact that a principled objection to the idea of factuality. It is therefore sweet irony that nobody actually claims that the processes he pinpoints do not occur. You would expect his opponents to say he is wrong, not even contrive to quote more than two successive words of his report and achieve their effects solely by summary and conspicuous omission.

Certainly, liberal people are in a dilemma. In an old Quaker phrase they desire to be "the quiet in the land". They do not want to make politics and power the centre of their being, and their sense of in-

dividual integrity often prevents them banding together even in self defence. For them to adopt any weapon of the adversary is to lose the cause. And this is how unexamined dogma is granted free passage against tentative rationality.

Liberal people face another dilemma. They may watch the mining of the ivory tower but feel it is too early to say that the structure is in danger. They are tempted to wait till a tremor becomes a quake before they dare to move.

We do not advocate illiberal means to cope with illiberality and nor does Julius Gould. We do advocate that people say with their lips what they see with their eyes and are not deterred by the anathemas of fanatics or the high-minded. Yours, etc.  
PAUL HALMOS,  
Professor of Sociology, The Open University.  
LEONARD SCHAPIRO,  
Emeritus Professor of Political Science in the University of London, with special reference to Russian studies.  
MAURICE CRANSTON,  
Professor of Political Science, London School of Economics.  
LIONEL ROBBINS,  
Sometime Professor of Economics, London School of Economics.  
DAVID MARTIN,  
Professor of Sociology, London School of Economics.  
D. C. WATTS,  
Professor of International History, London School of Economics.  
DONALD G. MACRAE,  
Professor of Sociology, University of London.

## Industrial productivity

From Mr John Garnett

Sir, Your article of September 28 sets out more clearly the underlying economic problem of Britain, affecting inflation, unemployment and the state of this country is lack of productivity by British men and women in all but the smallest organizations. The inference of the article suggests, I believe, the wrong answer. You write of large plants with strong union branches not accepting union instructions and that "the unions will not put sufficient pressure on their men."

It is this kind of thinking which suggests that trade unions are subcontractors of labour, and refers to trade union members when really one is talking about employees who are also members of a union. The facts are that those of us who employ people are responsible for obtaining their cooperation.

We can obtain the consent of trade union leaders for achieving greater productivity, and the statement that you quote brought about through the work of George Brown on December 16, 1964 was a magnificent example of success. However, at that time few companies realised the importance of explaining the significance of this statement to their managers and supervisors, let alone through them to their employees. A few companies put it on the notice board and left it at that.

What is so encouraging today is that companies increasingly recognize that the real key to productivity lies in persuading people to cooperate in working more effectively, and the crucial person to do this is the work group leader who can best explain matters affecting efficiency to his team. The people who need to be persuaded are not union officials, but the employees themselves, and this is the function of management.

The companies who have achieved real results have recognised the importance of communicating regularly and repeatedly through managers and supervisors to the work groups, rather than

using shop stewards and union officials to transmit this management message to the people.

Yours faithfully,  
JOHN GARNETT,  
Director, The Industrial Society,  
3 Carlton House Terrace, SW1.

From Mr R. L. Sarson  
Sir, William Rees-Mogg (September 28) induces that, because North American firms operating in Britain have only a "somewhat higher" level of productivity than British-owned firms, therefore British management is only marginally at fault for our present ills.

My own professional experience, selling high-technology equipment to multinationals in Britain and Europe, has given me a quite different picture: that productivity in the British subsidiaries of American, Japanese, German and Dutch companies is substantially higher than the normal British level, often approaching the level in their home country.

My conclusion, therefore, is that the combination of British managers with the admittedly blinkered and intractable British unions is deadly, but that American and European management plus British unions seem to work together. (The combination of the radical based multinationals with foreign labour forces also works because they have the sense to leave labour relations to their local non-British managers.)

I am supported by the recent Der Spiegel article which claimed that German managers in Britain have no problems with the workforce but that they considered British management unprofessional and ineffective.

I suggest, therefore, that as the reform of the unions' more self-destructive attitudes will take a long time, we should for some short-term amelioration of our productivity problems by hiring foreign managers (as my own company has done with startling success) to leave the British lump. We should be less inbred.  
Yours faithfully,  
R. L. SARSON,  
56 Ernie Road, SW20.

## The reviewer's approach

From Mr Christopher Gandy

Sir, Your newspaper is not yet subdued by the radicalism of the Party, so why not employ reviewers who value books for themselves, and writers as writers, not as "social documents" and "products of their class"? Your review of Osbert Sirwell's autobiography by Kay Dick is not, I believe, your first to treat literature in this drab, disagreeable and uninformative way. Who could guess from it that the book is in marvellous English, teeming with lyrical description, acute analysis of people and hilarious anecdote, or that its author often satirized his native milieu?

What would a Dick of previous generations, or Proto-Dick, have made of earlier masterpieces? A few conjectures:

"If music be the food of love, play on, give me excess of it."  
Proto-Dick "The Duke was of course used to excess of food, but too philistine to want excess of music except to serve his sexual appetites. Peasants and drunks were his for the gazing and fondling. Meanwhile the Myrian slave-galleys" etc., etc. "I stood tiptoe on a little hill."

## O'Casey as socialist

From Mr John O'Riordan

Sir, In his severe appraisal of the National Theatre's recent production of *The Plough and the Stars* (September 21), Irving Wardle is incorrect—derogatory wrong—in the words of O'Casey's Father-in-law to assume that O'Casey at the time of writing his celebrated play was "not yet a polemicist".

O'Casey tells us, in a later book, *Under a Coloured Cap*, that he abandoned "the romantic cult of nationalism" long before he wrote *The Plough and the Stars*, which received its stormy first reception in Dublin in 1926. O'Casey was a confirmed socialist at least from the time of the Dublin Transport Workers' strike of 1913, which brought starvation and misery to thousands of working-class families, himself included, as his published Letters and Autobiographies reveal. Yours faithfully,  
JOHN O'RIORDAN,  
79 The Mall,  
Southgate, N14,  
September 23.

## 70 years young

From the Reverend Eric Inglesby  
Sir, Neither your leader (September 27) nor your correspondents have yet grasped the essential problem: in many occupations people are well past their optimum mentally and physically by their mid-fifties, and should make way for younger men, that is, step down, and carry on working at reduced pressure.

Everybody knows, for example, that the Church is now manned by a high proportion of elderly men who are definitely past it, but who still have much to offer at different levels of involvement. But in common with people in other walks of life they simply cannot afford to do the sensible thing. Appropriate adjustments to pension and welfare regulations are obviously necessary in the best interests of all. Yours faithfully,  
ERIC INGLESBY,  
Spring Cottage,  
West End Gardens,  
Fairford,  
Gloucestershire,  
September 27.

### Peterborough archaeology

the General Manager of theorough Development Corporation

is headline and opening paragraph of Francis Pryor's article in *The Times* on archaeology on September 27, perhaps an impression that there is a between those who record the past and those who seek guard its future by building it. It is far from true in Peterborough, a city doubling in size in a new town programme in an exceptionally rich in antiquity.

### Development Corporation

provides a full time staff archaeologist to advise on the development of the Peterborough Development Corporation, designed and paid for its first purpose-built logical field centre; designs educe an annual publication of the latest information on the area; staged a exhibition, attended by people, to stimulate interest in the past; and works closely with all

### Reading habits of children

From Mr David W. Sage  
Sir, Your Education Correspondent reports today (September 29) a survey of children's reading habits. The children's description of books read is applied to a child who has not read at least one book not set by the school,







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# THE TIMES

## BUSINESS NEWS

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### sterling stronger banks act to prop up the dollar

Caroline Atkinson

Foreign exchange continued to be very busy yesterday, with the dollar being propped up in a number of centres by official support. It closed slightly up on a currency and the effective dollar rate measured against a basket of currencies, rose slightly to -1.13 per cent from -1.29 per cent. The dollar was the pressure was in the yen, the Deutsche Mark and the pound. The Bank of England was thought to have given a further \$150m for the dollar to stop the pound rising too far. It closed at \$155 against the dollar. The dollar was strong early on, but then fell back over the low over levels. This was helped by some profit-taking, as well as by central bank support. Dealers still believe that the dollar has some way to fall, and it lost ground in afternoon.

In a surprise announcement Tokyo Mr Tadashi Kuranari, director general of the Japanese Economic Planning Agency, said that the yen would be strengthened beyond 260 mark against the dollar. It is scarcely higher than its recent level of 260.80, and well below the level which most market observers believe to be correct one.

In a somewhat contradictory move, Mr Kuranari said that the Japanese authorities would intervene to hold down the yen, but would rely on smooth out erratic movements. He suggested that the United States authorities would try to prevent a further depreciation of the dollar and that much of the upward pressure on the yen is speculative. This goes against the view of some commentators that a sizeable readjustment between the dollar and the yen is needed to bring their balance of payments into equilibrium.

The Japanese are clearly worried about the effect on their exports of the 12.5 per cent rise in the yen-dollar rate this year. Since they are expected to have a massive trade and current account surplus this year, the Americans are equally sympathetic to their view. The Deutsche mark closed at 2.295 against the dollar yesterday, compared to DM 2.2905 Monday. Some dealers believe that the dollar's recent fall against the German mark has been overdone, and expect it to stay steady for a while.

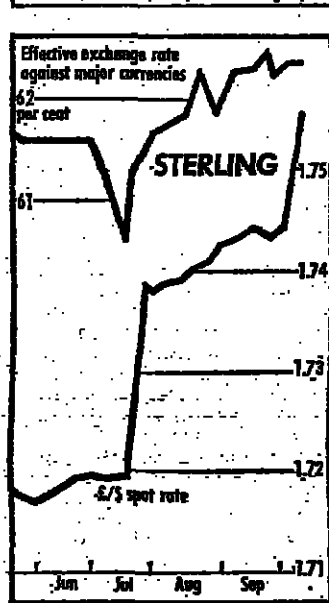
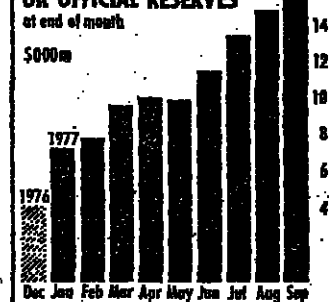
However, the dollar is not expected to rise again against the mark as it did earlier this year. The fall in the past few months may have been too fast, and the dollar is now undervalued because of the American trade gap.

#### UK RESERVES

The following are the figures for the United Kingdom's official reserves issued by the Treasury:

End of period	£m	\$m	Change month
1976			
Sept	5,158	3,092	+ 129
Oct	4,703	2,985	- 455
Nov	5,156	3,118	+ 453
Dec	4,129	2,426	-1,027
1977			
Jan	7,196	4,196	+3,067
Feb	7,787	4,546	+ 591
March	9,818	5,592	+1,831
April	10,130	5,892	+ 512
May	9,901	5,760	- 229
June	11,572	6,727	+1,671
July	13,422	7,725	+1,850
Aug	14,852	8,521	+1,430
Sept	17,171	9,826	+2,319

#### UK OFFICIAL RESERVES



A firming of interest rates in New York, has, however, had some effect on propping up the rates. The dollar is still bolstered by the inflow of funds from oil-exporting countries, but more of these are being recycled into pounds, German marks and other strong currencies as the dollar drops.

Letters, page 18  
Time to adapt, page 19

### Paris talks aim to solve hidden energy crisis

ron Ian Murray

Energy ministers from 19 member nations of the International Energy Agency met yesterday for the next two days to seek a solution to "the hidden energy crisis" which threatens the world's energy needs from the end of the next decade.

Dr Ulf Lantzke, executive director of the agency, said that the danger to the world in 1985 was critical. The noble lay in the present slight overcapacity of oil production which could induce a state of emergency, whereas decisions had to be taken now to prevent a predicted shortfall occurring. Estimates today showed that world oil demand of 42 million barrels a day by 1985 just did not seem to be met. "We hope ministers will recognize the crisis," he said. The agency wanted to take important decisions that would affect both national and international policies.

Over the next two days the ministers are expected to hammer out a communiqué which will set out the first of a group of objectives for the world oil market by 1985. This target figure would be regularly updated in the light of available information.

It is intended that the communiqué will draw up detailed principles for national energy policies to indicate how the participating countries will be prepared to contribute to the group objectives.

Finally, there is to be a "tough and serious" review process for the principles set out in the communiqué. During the meeting there will be the formal signing of seven new research and development projects.

### How 18 months of bargaining and clashes produced £115m deal to save 8,000 jobs £30m subsidies win ships order from Poland

By Peter Hill, Industrial Correspondent  
British exporters to clinch the multi-million pound shipbuilding deal with Poland within the next two weeks. Negotiations on the deal, which is for 24 ships, have dragged on for 18 months. To secure completion, the Government is likely to have to pay out nearly £30m in direct subsidies.

The deal represents a unique Government-to-Government arrangement involving the establishment of a joint company which will own the ships and charter them to the Polish State Shipping company, Polska Zeglowna Morska (PZM).

Signing of the heads of agreement, which could take place next week, will secure the jobs of 8,000 shipyard workers many of whom faced the prospect of redundancy or lay-off in the next few months.

It will also provide the British Steel Corporation with much needed orders for 40,000 tonnes of steel plate and ensure employment for thousands of other workers in component manufacturing companies.

For Mr Callaghan the conclusion of the deal will be a personal triumph. He has been closely involved in the discussions since he signed an agreement in principle in December last year with Mr Piotr Jaroszewicz, the Polish Prime Minister.

But behind the Prime Minister's flag-waving, job-saving statement on the Polish deal delivered to delegates at the Labour Party conference in Brighton yesterday there is still uncertainty about the nature of the financing terms which the Poles are being offered, a row between two merchant banks engaged to provide financial advice, and a dispute between the banks and the Department of Industry.

Also there is concern among British shipowners about the terms offered to the Poles and the deleterious effect on British merchant shipping which they fear will result from British ship operating under the Polish flag in world freight markets.

The negotiations have involved Mr Varley, Secretary of State for Industry and Mr Lever, the Cabinet's financial expert.

The cost of success will be considerable. The intervention fund, established earlier this year with a first allocation of £55m, is expected to be used to provide £28m as a direct subsidy towards the total contract value of £115m. As a result, the fund will be reduced to about £27m. Other contracts have attracted intervention fund money during the year.

British Shipbuilders' executives would not reveal details yesterday of the precise form of financing or give details of the scale of fund subsidy. The balance will be made up by British and Polish governments borrowing while the bulk of the deal will be covered by normal shipbuilding export credit—70 per cent of the contract price at an interest rate of 7½ per cent.

It was being stressed yesterday that the financing would not contravene international guidelines on credit or the Organization for Economic Cooperation and Development. The 70 per cent portion will be backed by the Export Credits Guarantee Department.

British shipowners are unlikely to be satisfied by assurances that the Poles are not getting a better deal than those which are offered to domestic owners. For that reason the Government and British Shipbuilders can expect to be urged to give details of the financing, particularly since ministers and executives of British Shipbuilders have stressed the similar terms would be made available to United Kingdom owners.

The first inkling of Polish interest emerged last February. Salen Brokers, a Stockholm-based concern which has extensive links with eastern Europe and which had arranged shipbuilding deals for Poland before, was approached and took soundings on the prospect with the London branch of the American bank, Continental Illinois.

Later the Continental Illinois executive involved moved to another firm of merchant bankers, Guinness Mahon, a company which has only a relatively small amount of ship financing experience but has established contacts in eastern Europe and influential contacts in the higher echelons of the Government.

In July 1976 Guinness Mahon and Salen approached Mr Graham Day then chief executive designate of British Shipbuilders who responded enthusiastically to the concept and encouraged further contact with the Poles. Terms of British officials visited Poland and delegations visited London. By this time Guinness Mahon had been retained as financial advisers to the organizing committee for British Shipbuilders. The negotiations continued, culminating in the agreement in principle signed a few days before Christmas last December.

Soon after, the Department of Industry became more actively involved in the discussions and appointed an independent merchant bank, Hambros, to advise it. This caused some eyebrows to be raised.

Hambros has considerable expertise in shipping finance particularly with the Norwegian maritime industries. But at that time the Norwegian shipbuilding industry was actively pursuing the same Polish deal. It eventually backed down because the Norwegian Government was not prepared to meet the Polish demands for 100 per cent credit.

There were fundamental differences between the two banks over the form of financing most suitable for the deal. Guinness Mahon's central proposal was that the ships should be financed on a floating rate basis which would involve raising money as required at prevailing interest rates to be repaid through the charter hire on the ships.

The Department was more attracted to the Hambros plan which involved more conventional fixed rate financing, although there were worries that this scheme would not secure all the 24 vessels—22 bulk carriers and two floating cranes—which the Poles wanted to build.

Increasingly government departments—and it appears the Poles themselves—decided that the Guinness scheme was too risky. Whatever terms on which the financing was based it was clear that a large subsidy would be needed from the intervention fund.

At the back of departmental minds was the worry that if the Guinness Mahon scheme went ahead, at some

future date the Public Accounts Committee might choose to look into the disbursement of public funds made on the basis of a prognosis which neither departments nor City interests could support with accuracy.

These were also worries that the Guinness Mahon plan would not meet the Bank of England's requirements in regard to foreign-based borrowings. Central to these worries was the fear that the floating rate scheme would require a "name" to return to the market for the tranches of funds needed against the background of unprofitable work. This, it was feared, could undermine the international credit ratings of British public sector bodies of a similar kind.

By June Guinness Mahon's scheme was effectively abandoned and all attention was concentrated on formulating a scheme which to all intents and purposes met international guidelines and at the same time secured the orders.

The financial whizzery of Whitehall officials, reinforced by Mr Lever's expertise was brought into produce a suitable agreement.

It would appear, however, that the Government has been obliged to dip rather deeper into the intervention fund than it originally considered desirable. Japanese yards have been quoted as offering to build carriers of between 40 and 60 per cent below those quoted by European yards.

Apart from Japan, Norway and Yugoslavia were among the nations interested in the deal securing the contract; but the demand for 100 per cent credit made by the Poles was clearly lessened the Norwegian interest.

Allocation of the orders is likely to prove a tricky policy decision for the state corporation although Mr Michael Casey, chief executive of British Shipbuilders, emphasized yesterday that both public and private sector yards are able to build the ships would be invited to tender. Scott Lithgow and Govan Shipbuilders on the Clyde will almost certainly benefit. Swan Hunter is expected to receive the contracts for the floating cranes at least, since the company has previously built this type of ship for Poland.

### Small firms 'being taxed to death'

By Ronald Pukin

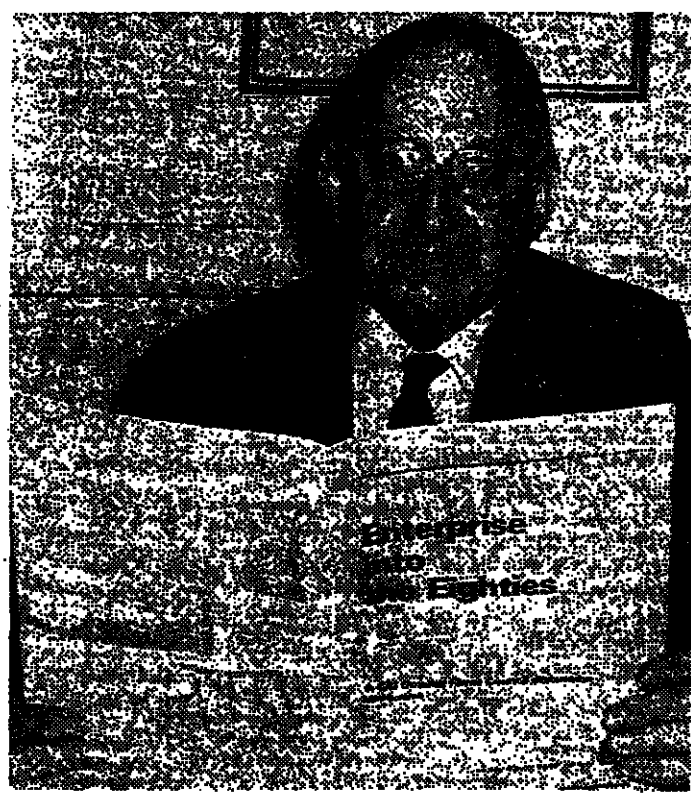
Overhaul of the taxation system along with a reduction in the legislative burden are called for in a study of the problems of small companies, published yesterday by the Confederation of British Industry.

In its report *Enterprise into the Eighties*—the CBI Small Firms Council, which represents 200,000 individual members, claims that small concerns are being taxed out of existence. "Government measures—including a recasting of the tax system—are urgently needed to create conditions in which they can prosper and grow," the CBI argues.

It is looking for immediate changes in taxation of both income and capital, although "nothing short of an early and comprehensive examination of the tax system in its entirety will make clear how the fundamental problems can best be resolved."

Only by changing the tax system will individual entrepreneurs be able to build up capital from their own resources. Without the re-emergence of these relatively wealthy backers to provide risk capital, "the seed-bed for the smaller firms sector will remain undernourished," the CBI points out.

In particular, the confederation calls for the removal of the wealth tax threat which would force proprietors of privately-owned companies to



Mr. Tom Lyon, Smaller Firms Council chairman: Companies are in danger of dying.

take money out of the business instead of ploughing it back for the company. The CBI also wants a cut in the marginal rate of income tax to 60 per cent and abolition of the investment income surcharge, as well as a reduction in capital transfer tax, ending the uncertainty over stock appreciation relief, and adjusting of taxation bands and thresholds in line with inflation. It is also concerned about

the administrative burden now placed on small companies by the welter of government demands for information.

Speaking yesterday, Mr. Tom Lyon, chairman of the CBI Small Firms Council, stressed that the Government must "subsidize or handout" small companies are in danger of dying," he declared.

Letters, page 18  
Financial Editor, page 19

### Receiver hopes to sell laid-up oil service ship

By Stephen Goodwin

For the last two years the repair and maintenance ship *Hardhead Point* has languished at Birkhead, an unwanted casualty of the oil boom.

Fitted out at a cost of £1m to service North Sea rigs, the former Canadian Navy submarine depot ship was owned by Marine Oil Industry Repairs Ltd., which went into receivership in May, 1975.

Since then Mr. M. D. McPhail, the Glasgow receiver, has been trying to sell the 10,500-ton vessel.

At last his search may be over. The *Hardhead Point* is "under option to purchase" and although this is the second such occasion, Mr. McPhail is hopeful that this time he will be free of her.

But it will not be a particularly satisfactory conclusion to the affair. Unsecured creditors will get nothing back from the sale, and among them is the taxpayer—to the tune of £120,000.

Formed in June, 1974, Marine Oil was a consortium

comprising Yarrow and Co. British and Commonwealth Shipping, North Sea Assets, Industrial and Commercial Finance Corporation and Seaward Industries Trust.

In July of that year the company agreed terms with the Government for £360,000 of aid under section 8 of the Industry Act, spread over six years. The first tranche of £120,000 was paid in March, 1975.

That same month the *Hardhead Point* left Swan Hunter on the Tyne after her refit. There were "launch ceremonies" on board at North Shields and Aberdeen, after which the vessel was anchored in the Cromarty Firth ready for business.

The total project was originally estimated to cost £2.8m, and it was expected that 280 jobs would eventually be provided on board.

Only two months after the "launch" and the receipt of government aid the company decided it needed more money. It had captured no major orders and costs were escalating rapidly.

### Low the markets moved

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Rand Prop	12 1/2 to 28 1/2
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roors	16 1/2 to 35 1/2
pe Ind	11 1/2 to 12 1/2
Realist Ltd	3 1/2 to 25 1/2
mpant Webb	4 1/2 to 19 1/2
stiles	2 1/2 to 19 1/2
ede D & M	14 1/2 to 14 1/2
atton Wards	7 1/2 to 11 1/2
utvelve	11 1/2 to 33 1/2
utty Stores	9 1/2 to 39 1/2
rmoney	9 1/2 to 39 1/2
ing Supplies	9 1/2 to 39 1/2

ilities lost ground. Scaled securities were hit by the taking. The premium 90.62 per cent effective rate: 27.56 per cent. The closing loss 4 pts to \$1.7555. The active exchange rate index was 62.4.

Report, pages 20 and 27

### THE POUND

Rank	Rank
buys	sells
Australia	1.63
Austria Sch	30.25
Belgium Fr	64.75
Canada \$	1.93
Denmark Kr	16.65
Finland Mkt	7.50
France Fr	8.79
Germany Dm	4.20
Greece Dr	61.00
Hongkong \$	8.40
Italy Lr	1570.00
Japan Yn	482.00
Netherlands Gld	4.46
Norway Kr	9.91
Portugal Esc	75.50
S Africa Rd	1.82
Spain Pes	149.25
Sweden Kr	8.72
Switzerland Fr	4.27
US \$	1.79
Yugoslavia Dnr	36.75

Notes for small denomination bank notes and all currencies listed by Barclays Bank International Ltd. Derived from daily to travellers' cheques and other foreign currency business.

### Tokyo 'rejects' US ruling on cut-price steel

Tokyo, Oct 4.—Japan's Ministry of International Trade and Industry said today it "profoundly regretted" the United States Treasury Department's tentative ruling that its steelmakers had been selling carbon steel plate in the American market "at a substantial loss."

The ruling, made Monday after a dumping complaint filed by Gilmore Steel Corporation, comes only two weeks after United States Steel Corporation, the nation's biggest steel maker, alleged that five other Japanese steel products were being sold in the United States below cost.

MITI said it was the first ruling based on Article 205 of the Anti-Dumping Act and Japan intended to bring the case to the General Agreement on Tariffs and Trade talks.

MITI will also urge Japanese steelmakers to form an export cartel to control voluntarily their shipments to the United States—Agence France-Presse.

### Big redundancy payments as 800 lose BSC jobs

By Tim Jones

The British Steel Corporation has negotiated an early redundancy scheme with 800 Scottish workers which will enable a reduction of growing and unwanted iron stocks.

A shop stewards' committee representing all unions at the Clyde Ironworks, Glasgow, negotiated the deal after being told the company planned to introduce "production pauses" from the end of this month.

Although the men would have been paid under the guaranteed week scheme during the pauses, union leaders decided it would be better instead to settle for above-average redundancy payments.

The plan was due to close in January 1, 1980, and the men were told production pauses would have become a regular feature right up to the final day.

As a result of the agreement iron making at the plant will cease this month and coke making by next February.

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## Textile employers bitter at Varley rejection of plea to restrict imports

R. W. Shakespeare  
Northern Industrial Correspondent

Textile employers' leaders reacted with what they described as "anger and disbelief" yesterday to news of the Government's refusal to take action they believe to be essential to deal with the crisis in the industry and to prevent the loss of thousands more jobs.

Mr Edmund Gartside, president of the British Textile Employers' Association, said in Manchester: "Our four-point plea to the Government to halt the alarming growth of imports has met with a firm, if tardy, refusal by Mr Varley, Secretary of State to the Department of Industry."

Earlier this year Mr Varley's

department sent a team of civil servants to investigate the crisis in textiles and to suggest ways to counter the decline, particularly in the spinning sector of the Lancashire industry. The BTEA set out its own recommendations in a personal statement to Mr Varley.

The minister's reply was contained in a letter received by Mr Gartside on Monday. Among other things Mr Varley rejects the suggestion that more could be done for the industry by extending the temporary employment subsidy, which is due to end in March.

He also rejects the idea that special government financial aid should be available for stockholding in the spinning sector (now at an all-time record level and 72 per cent above what the industry con-

siders to be a "normal" working level).

Mr Varley has also dismissed the possibility of putting a curb on imports of cotton yarn for the rest of this year. He says restraints are already operating and that further action would involve a "breach of bilateral agreements".

He adds that he can see no prospect of agreement within the EEC for action on a short-term reduction of imports by this country.

Mr Varley has suggested to the textile employers that he should send a further team of officials from his department to meet them and explain what government aid is already available and ways in which the industry might be able to help prevent a further loss of capacity.

## Apex pledges support for one Leyland pay bargaining group

Senior stewards of The Association of Professional, Executive, Clerical and Computer Staff (Apex), representing 8,000 Leyland workers yesterday accepted proposals negotiated nationally to form one bargaining group for the whole of the company's clerical and commercial staff.

The proposals involve the establishment of a common negotiating date for all Leyland car plants, and six-monthly increases to achieve parity of earnings and conditions.

Under the package, common rates, 25 per cent in benefits and other conditions would be achieved by November, 1979.

Mr Ray Edwards, Apex assistant general secretary, who has been leading the national negotiations, recommended acceptance of the package at the meeting in Oxford.

He said the package would go a long way towards removing many of the problems which caused disputes within Leyland, and his union would be pressing the Government to allow the package to go ahead.

He said: "If the unions in Leyland Cars deliver their half of the bargain to improve industrial relations, the Government must deliver its part of the bargain and not stand in the way of the new package being implemented."

## Improving prospects for largest tankers

By Peter Hill  
Industrial Correspondent

Brighter prospects for the owners and operators of ultra large crude oil carriers—tankers of more than 300,000 tons deadweight—were foreboded in a report published yesterday.

Large numbers of contracts for ultra large carriers have been cancelled in the wake of the oil crisis of four years ago and an equally large number of vessels of this size have been laid up.

But in recent months there has been a resurgence of interest with some new orders being placed and some sales in the secondhand market.

According to the report, published by H. P. Drewry (Shipping Consultants), even the newest and most expensive super tankers can compete with very large crude carriers built five years ago, apart from those which can trade in ballast through the Suez Canal or those on which all capital costs have already been recovered in the home freight market of 1973.

The study indicated that with port developments which have taken place or are planned, together with any increase in crude oil movements, a worthwhile increase is foreseen in potential trading opportunities for these super tankers.

Purchase of secondhand ultra large carriers seemed to make economic sense and a potential new building market could exist, although the survey gives warnings that it would be "suicidal" for independent owners to order ultra large vessels without a compensating reduction in their "very large" carrier fleets.

**U.L.C.C. Trading Opportunities:** An Assessment of the Market for Tankers of 300,000 dwt and Over. H. P. Drewry, £70.

## Construction industry leaders cheered by Callaghan pledge of aid priority

By John Huxley

Construction leaders gave a curious welcome to Mr Callaghan's announcement in Brighton yesterday that the industry would be high on the list for serious considerations in any stimulus to the economy later this year.

A spokesman for the National Federation of Building Trades Employers said that the news was most encouraging for an industry which was still desperately short of work. Any sort of aid was welcome, but the industry was concerned that it should not all come at once.

"What we are looking for—and what we have sought in discussions with the Government—is a stable programme of expansion."

The depth of the recession has caused shortage of craftsmen in some parts of the country. Many of them had left the industry and this, the spokesman said, could hinder a sudden stimulus.

Mr Richard Hermon, director of the National Council of Building Material Producers, said he was delighted by Mr Callaghan's announcement. There was, he said, a "shaping list" of measures the Prime Minister might wish to consider.

These included the restoration of some public sector spending cuts, improved depreciation allowances on commercial buildings, the implementation of the promise of help for the first-time house buyer, and the release of money for improvement and rehabilitation of the housing stock.

The council would also like to see repair and maintenance work freed from value-added tax.

A spokesman for the Federation of Civil Engineering Contractors said he was "very pleased" to hear Mr Callaghan's announcement—"especially at a time when every fourth man in the dole queue is a construction worker."

Civil engineers have been particularly hard hit by the recession, and because the vast majority of their orders come

from the public sector they feel that they have suffered disproportionately from expenditure cuts.

It is also concerned that the industry's export performance is being damaged by the lack of a strong home base.

**Slow recovery:** Although Britain's construction industry will climb slowly out of its present recession over the next few years, activity is unlikely to return to levels which seemed normal in the 1970s, Sir Maurice Lings, chairman of the Lasing group, said yesterday.

Giving the Aims Davison memorial lecture at the Law Society, he said much of the work on Britain's infrastructure is now complete and that population growth, which was the root of so much construction demand, had ceased.

Fewer housing starts: Houses and flats started in Britain during August totalled 22,000 against 28,000 in the same month last year, according to figures published yesterday by the Department of the Environment. Completions numbered 24,000, against 23,000.

## W German workless drops to 4pc in month

From Peter Norman  
Bonn, Oct. 4

Unemployment in West Germany declined last month by 52,200 to 911,200 so that at the end of September 4 per cent of the working population were out of work compared with 4.3 per cent a month before.

But in presenting the figures, Herr Josef Stiegel, president of the Federal Labour Office, said that it was still not possible to talk of a turn for the better although the figures were more favourable than had been expected.

The decline in unemployment mainly reflected a seasonal increase in taking on office staffs.

On the other hand there was a two-thirds rise in the number of people affected by short-time working to 157,800 last month, as companies again made lay-offs after the end of the holiday period.

Unemployment is likely to be dominant theme in the German parliament this week, where Dr Hans Apel, the Finance Minister, today presented the federal budget for 1978.

He said the budget, which envisages a 10.1 per cent rise in federal government spending to DM188,635m (about £46,750m) as designed to help stimulate economic growth and employment.

But he said success in economic recovery did not depend on Bonn alone. In fact he made economic success next year dependent on a host of external factors.

The federal states and local authorities would have to spend more on social services, while employers and unions would have to reach moderate wage settlements. Germany's consumers would have to consume, and entrepreneurs hold down prices.

## Abu Dhabi liquefied gas plant goes on stream

From Ann Fyfe  
Doha, Oct. 4

Abu Dhabi Liquefaction Co., in which the national Oil Co. (ADNOC) has a 51 per cent share, has today announced that its first large-scale venture into downstream petroleum operations, was inaugurated this morning.

The annual output of two million tons of LNG and 800,000 tonnes of LPG are entirely exported to Tokyo under a \$600m 20-year contract.

Consultants to the project are Eastern Sechtel and main contractors were Costain & Co. civil works, and Chiyoda for equipment. Owned by the Abu Dhabi Liquefaction Co., in which the national Oil Co. (ADNOC) has a 51 per cent share, has today announced that its first large-scale venture into downstream petroleum operations, was inaugurated this morning.

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## Shell plea for better statistics

By Stephen Goodwin

All the superb planning of management in the petroleum industry is confounded in the absence of accurate statistical information, Mr Anthony Lowe, Shell International Chemical Company's head of planning and economics said yesterday.

In a paper presented to the European Petrochemical Association meeting in Venice, Mr Lowe appealed for the provision of more comprehensive information regarding performance, production-by-product.

For some products the statistics were admirably and reliably reported. For many important products, however, there was no system of reporting statistics on a total European basis.

Mr Lowe pointed out that within the past nine months forecasts of average growth of demand for ethylene in Western Europe in the 1980s had ranged between zero and 8 per cent.

"Without better statistics which give a timely indication of the performance of the industry in the immediate past it can be no surprise that forecasts for the future should vary so widely," he added.

## UK difficulties hit Irish tourism growth

By Patricia Tisdall

Economic difficulties, together with the troubles in Northern Ireland and fears of a spillover into the Republic, continued to depress the Irish tourist industry last year.

While earnings from tourism at £181.4m were 19 per cent up on 1975, incoming tourist numbers were static. Taking inflation into account, the real increase was only about 1 per cent above the previous year's level, according to a report issued by Bord Failte, the Irish state tourist organisation yesterday.

However, despite the general drop in the British holiday market which provides its biggest source of customers, the Irish tourist industry is confident that its targets for 1977 will be achieved. Bord Failte is forecasting that earnings this year will rise by 21 per cent to £219.1m.

Visitors from Britain—partly as a result of intensive promotion—will, it is hoped, rise from 785,000 in 1976 to around 801,000 this year. The target figure is nevertheless still considerably below the figures of over a million recorded in the early 1970s.

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## Another Brae field setback for Pan Ocean

Another well has proved disappointing in the Brae oilfield, emphasising the difficulties of evaluating the commercial prospects of the field, 175 miles east of Orkney.

The ninth appraisal well, on the northern boundary of the long straggling structure, encountered oil but was not tested because of the poor permeability of the rock.

This was in sharp contrast to the eighth well which produced more than 33,100 barrels a day. Pan Ocean Oil, the operator for the group is drilling the 10th and 11th wells.

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## September fall in Tokyo export credit indicators

Tokyo, Oct. 4.—Japan's export letters of credit received in September rose 23 per cent to \$4,580m (about £2,619m) from \$3,720m in September 1976, but fell from \$4,910m in August, the Finance Ministry said today.

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## Production in EEC drifts lower

Brussels, Oct. 4.—Industrial production in the European Community has fallen to near the level at the end of last year, with the decline marked by lower output in the consumer goods and processing industries, according to the EEC statistics office.

The community's industrial production index (base year 1970) seasonally adjusted was 117.8 in July after the June 117.5 and 114.4 in July last year, the office said.

However, the index for July is only a provisional estimate as new statistics from France were not available.

The office says industrial production in West Germany remains higher than at the end of last year, while output in Italy and Denmark continues to decline and production in the other EEC member countries has fallen since May, after advances in the first four months of 1977.

Industrial production in the United States is now recovering from the crisis period more quickly and steadily than in the EEC, but in Japan the rate of output appears to have lost momentum, it added.—Reuter.

## Charming 'no'

From C. M. Marsh

Sir, After protesting to our Chief Office Telephone accounts officer about a quarterly consumption of 2,232 units (200 per cent in excess of our normal quarterly usage of 750 units) a very charming lady assured me that they would investigate.

Six weeks later the customer service officer rang up and a very charming assistant informed me that no defect had been found in their metering but—"willing" to oblige a customer—they would make a concession of 800 units, if the customer were "willing" to accept.

On my reply that I was not willing, he immediately offered a concession of 1,000 units if I was willing to accept this generous offer. As this was still far in excess of my normal figure, I replied again that I was not willing. He regretted that he had only been empowered to remit 1,000 units to obtain a willing settlement.

Yesterday, however, C. M. MARSH, Pond Cottage, Shurlock Row, Reading, Berkshire.

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By Patricia Tisdall

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EDITOR  
help to  
figures

BY THE FINANCIAL EDITOR

## Interest rates take the pressure

massive increase in the reserves in September is not a figure the Government would want to shout about down in Downing Street. It would only serve to increase pressure on the Chancellor to give the economy a fatal overdose of stimulation. In the meantime, financial markets are increasingly of the view that something has got to be done before too long. The only question is as to when. The Government's response to a November package. It is even hoped that by then the recent hard pressure on sterling will have eased.

tailers

### Confirmation a trend

h Sears and UDS confirm the pattern of emerging in retailing: a weak performance in the provinces, but stronger in London, helped by high spending by tourists. In fact, the UDS has made a small loss in the half July 31 on its provincial stores, made up by the Oxford Street Selfridges and its profits from jewelry.



Bernard Lyons (left), chairman of UDS, and Sir Charles Clode, chairman of Sears, are seen here.

### Compromising on capital gains

Capital gains tax is anathema to most investors. It is not the principle of taxing gains which is objected to as much but the discriminate way in which the tax equates inflation-inspired gains, which are gains on paper only, with real profits. That the objection is valid has been conceded, by the Government.

The Inland Revenue has now published its findings on the subject and has invited comments. Unfortunately the Revenue's study makes clear that neither tapering nor indexation is as straightforward as they appear at first glance. Apart from the ridiculous situation that tapering will actually compound the effects of inflation on capital losses by restricting the relief for losses, there is another objection to tapering which many may feel is fundamental drawback: namely tapering has no direct relationship to the impact of inflation on capital gains. The extent of the reduction is the same whatever the rate of the asset and will in fact give greater relief to the investor with a larger gain than the investor whose profit was modest.

Indexation, on the other hand, is highly relevant to subject and if it were a mere artifice of indexing the cost of a single asset it would compute the real gain from the new

Both menswear and womenswear remained very flat indeed in contrast to reports earlier in the year from Hepworth, and Austin Reed.

There are signs, though, that demand is beginning to improve within the department stores which should spread through to other areas as confidence improves. UDS sales were up 18 per cent in the first eight weeks of the second-half against only 10 per cent during the first six months.

Sears too is expecting a return to profits at its provincial stores and the only real disappointment in its interim profits of £17.4m against £15.3m to July 31, before non-trading items, is the £1m loss on engineering.

Sears' profits for the year should reach £60m against £45m, but the real excitement could come from a United States acquisition to make use of the £17m of tax losses it retained when getting rid of its loss-maker. Discussions for a possible offer are actively taking place. At 65p the yield on Sears shares is a prospective 5.3 per cent, while at 86p UDS yields a prospective 9.4 per cent.

So much attention is being focused on the role of small companies as a catalyst for economic growth that the main thrust of the debate is in danger of being lost in the minutiae of reports from various interested parties that we can expect to trickle out in the coming months.

The CBI's contribution certainly seems to suffer from a lack of rigorous examination of all the issues. Despite some nice embroidery—such as the slideshows at the clearing banks for their lack of expertise at the branch level and the "information gap" Bolton showed up so well six years ago—the CBI case is left to rest squarely on the suffocating effects of too much tax and the web of legislation that surround small companies today.

Change this, the CBI argues, and small firms could reassert themselves, entrepreneurs would have the wherewithal and the carrot of a decent reward for the undoubted risks they take and the risk finance gap exposed so often in the evidence to Wilson would close at a stroke.

Quite obviously, all this does inhibit small companies. But is it enough? Certainly not to judge from the wider issues of financing of small companies, the role of institutions, the Stock Exchange and so on. Neither does the CBI mention the problem of trade credit—the ability of large companies to squeeze the best credit terms from small companies—that has preoccupied everyone from Bolton to Lord Seabrook who have looked at this question.

The essence of the CBI case is that if small firms are provided with a neutral climate they will flourish. But nowhere is there an attempt to justify the economic existence of small firms except to say that the sector is larger in the German and United States economies. One of the crucial issues at the moment is low productivity—the CBI must at some point vindicate its belief that small companies are not inherently less efficient.

price there is little doubt that this method would be suitable. Regrettably the most common forms of investment subject to gains tax—shareholdings and land—cannot be dealt with so simply.

There is little doubt that indexation applied to share pools, roll over reliefs and land or buildings to which improvements have been carried out will produce some horrendous difficulties.

The Revenue, taking as always the realistic view, offers some alternatives, and reading between the lines it is clear that it hopes that the compromise it suggests will be acceptable. The compromise is that if neither tapering nor indexation will solve the problem of taxing inflation as well as capital gains, how about turning the problem around and looking for some other means to mitigate the impact of capital gains tax?

It has wisely rejected the reintroduction of a short-term gains tax (abandoned in the 1971 pursuit of simplicity) and opted for a high exemption on gains (note, not disposals) before hitting the gains tax threshold followed by a two-tier rate for smaller and larger gains (with the top rate possibly lower than the present flat rate of 30 per cent). It is a measure which offers no solution to inflation and one which discriminates against the wealthier—again—but it will take many out of the gains tax net.

United Kingdom residents have now been subject to exchange controls of one kind and another for almost 40 years.

The Liberals managed to keep their principles intact and do without controls in the 1914-18 war but in 1939 measures were quickly introduced to control the outward flow of capital in the form of the Defence (Finance) Regulations. These were consolidated into the Exchange Control Act in 1947.

On occasions in the past, and particularly in recent years, we have been in dire need of such controls. True, the laissez faire school might argue that Britain would have been forced to run a much more disciplined house over the past decade had it achieved the "protection" afforded by exchange controls, but with no regulations, and without a strictly limited pool of foreign currency available for overseas portfolio investment, it is anyone's guess just how much capital might have fled these shores in the dark days of 1974-76.

Since last December, however, when our gold and foreign currency reserves had dwindled to a meagre \$4,192m, or barely enough to cover a single month's import bill, there has been a dramatic reversal.

Figures released yesterday show that by the end of September the reserves had shot up to \$17,171m—a level in the view of some that is now both pointless and wasteful.

Indeed, on the assumption that the economy continues to shape up reasonably well, particularly on the wages front, it seems almost inevitable that the Government will shortly have to emerge from stage one of its foreign exchange strategy—holding down sterling's value and rebuilding the reserves—and adopt a rather different approach. What is not yet clear about this re-thinking, however, is whether any alteration in exchange controls will rank as a priority item per se, or merely as a means to an end, consequential on other policy decisions.

There are obviously two main ways in which the Government could alter the present arrangements. One would be to tighten up inward controls, the other to relax outward controls.

The former presumably becomes a real possibility if the Government opts for a policy of holding sterling below what was felt to be its natural market value, while at the same time refusing to relax controls on outward movements of capital as a counter-balance.

The Bank of England, it is true, has said that it flows across the exchanges this year have not been as difficult to cope with as some commentators have suggested. The Bank could, moreover, argue that "hot money" inflows will start to die away of their own accord once British interest rates have fallen to levels where they are no longer considered to be internationally attractive.

The risks in waiting to find out, however, could be large. First, overseas investors may be prepared to accept interest rates below those considered desirable for purely domestic purposes. Secondly, it may in any case be rather more difficult to absorb financial inflows with quite the same degree of comfort once trading inflows start to play a significantly more important role and the economy starts to gather momentum.

What can be said rather more positively at this stage is that if the authorities are finally forced to adopt inward exchange controls it will be with reluctance. The Government introduced a whole range of controls in the summer of 1971, mostly aimed at preventing non-residents obtaining interest on any further sterling investments. All that happened was that overseas investors took no notice at all and continued to

## Exchange controls: time to adapt to new circumstances?

### UNITED KINGDOM BALANCE OF PAYMENTS

	1971	1972	1973	1974	1975	1976
Non-fuel trade	+922	-28	-1406	-1785	-80	+418
Fuel trade	-642	-674	-947	-3429	-3143	-3989
Visible balance	+280	-702	-2333	-5194	-3203	-3571
Invisible balance	+778	+807	+1431	+1629	+1502	+2168
Current account balance	+1058	+105	-922	-3565	-1701	-1405
Capital account	+2088	-1370	+151	+2019	+236	-2233
Overall balance of payments	+3146	-1265	-771	-1946	-1465	-3628

### UNITED KINGDOM INVESTMENT OVERSEAS—PRIVATE SECTOR

	1971	1972	1973	1974	1975	1976
Direct general	-676	-737	-1821	-1575	-1094	-1874
Oil and miscellaneous	-139	-61	-520	-329	-240	-381
Portfolio	-21	-85	+293	+755	-49	+165
Total net investment	-836	-1383	-1848	-1149	-1383	-2100
Investment involving no cash flow	na	na	na	+1217	+1021	+1600
Identified financing	na	na	+808	+457	+688	+332
Broad effect of capital account on reserves	na	na	+39	+525	+326	-168
Broad effect of current invisible account on reserves	na	na	+1457	+1581	+1032	+1274
Broad effect of overseas investment on reserves	na	na	+1496	+2106	+1358	+1106

N.B.: Figures partly distorted by nature of oil company statistics and disinvestment flows. na=not available. Source: Central Statistical Office.

push sterling higher, in the confident expectation that they would enjoy a substantial capital gain on currency appreciation in a matter of months—which they did.

What, then, are the possibilities for relaxing outward exchange controls? In broad terms there are four relevant considerations. One is the prospective size of the balance of payments surplus at the chosen level for the exchange rate.

A second would be the requirement to generate sufficient visible (as opposed to "hot money") reserves to repay the \$20,000m of overseas debt scheduled for repayment over the next decade. The third would be the economic desirability of encouraging investment overseas. Finally there would be the political acceptability of making such investment easier.

On the assumption that the Government decides not to go for a significant appreciation in the exchange rate—it would almost certainly be opposed if it did for one by both management and the trade unions, whatever the economists advised—most of the available financing suggests that there should be at least some scope for the relaxation of outward exchange controls soon.

### Arguments for relaxation

The battle at this point, however, would become one between those who believe that the strength of the external position should be used to promote investment overseas and those who would prefer the Government to alter its policies in such a way as to set up the balance of payments surplus in promoting/directing a higher level of investment at home.

There are a number of arguments generally put forward in favour of a relaxation of outward controls. Some are mainly concerned with direct investment, some with portfolio investment, others with both. First, there is the argument that one might as well promote more investment overseas because there appears to be a surplus of investment capital in this country and a shortage of attractive investment opportunities. That, at least, is what the evidence of evidence to the Wilson Committee has suggested.

The second argument put forward in favour of relaxation is that such a policy could kill two birds with one stone. It would encourage the building up of assets overseas that could generate overseas currency

much more attractive proposition than London.

Private investors, too, would almost certainly jump at the opportunity to shift funds abroad, the great fear being that having waited almost a generation to be able to move capital out of the country reasonably cheaply the chance would have to be taken before the door was once again bolted.

This kind of possibility is bound to make the Government highly nervous. What, after all, would happen to our own stock market? Where would a profitable government ever again find the money to finance its borrowing requirement?

As it happens, the authorities will almost certainly give first consideration to direct investment anyway. But here again, if one takes Europe as the starting point, this is precisely the geographical area about which the TUC would be most sensitive. While it admits that there may be a case for overseas investment in a few politically problematical countries as a prelude to higher United Kingdom exports, it is highly sceptical about the idea of investment in Europe on this criterion.

It believes that the dismantling of tariff barriers should in themselves be enough to stimulate British exports and that investment in Europe will, at the end of the day, merely create production in competition with domestic exports.

Faced with problems of this kind, it is difficult to see the Government doing anything very radical by way of liberalising outward exchange controls. Yet, if the Government is left with unwanted upward pressure on sterling and ever increasing reserves, it may well have to do so.

One obvious measure, for the individual, might be to liberalise controls for those wishing to emigrate or to remit gifts overseas, while in terms of the country as a whole, a whole host of possible measures.

One could be an increase in the ceiling on amounts of currency made available under the "super-criteria" scheme, plus a lengthening of the existing eight 18-month pay-back period. Another might be alteration of the timing requirements for the repayment of overseas debt by British companies. There may, perhaps, be steps to make it easier for British banks to increase their foreign currency capital to a level more appropriate to the ever-increasing size of their non-sterling business.

As far as the portfolio investor is concerned, the most likely concession would be the abolition of the 25 per cent surrender—which last year brought less than £200m to the reserves. From time to time, however, there have been suggestions that there could be more radical changes to the investment currency pool, though the idea of a two-tier exchange rate, with the financial rate taking in investment flows both ways, is almost certainly regarded as too complex.

Moreover, any hopes that we may all shortly be encouraged to have a Swiss bank account seem to be without foundation.

### EEC treaty obligations

Most aspects of the problem do, in fact, become clear from looking at Europe. What the City has been looking for over the past few months has been some liberalization of portfolio investment in the EEC as a result of our treaty obligations to liberalize by the end of 1977.

But it is almost certain that the authorities would consider the abolition of investment currency for the EEC alone as administratively unacceptable. If the premium were for Europe, it would almost certainly have to go for the rest of the world. There is, of course, an argument that says that the removal of outward controls on portfolio investment need be no cause for anxiety. That is because Britain is clearly the most attractive stock market in which to invest and because overseas investment poses too many tax headaches for many institutional investors.

This is indeed the view of some fund managers. Others, however, consider themselves grossly underweight in overseas stocks and at present levels consider Wall Street a

### NORTH SEA OIL BENEFITS AND PUBLIC SECTOR DEBT REPAYMENTS

	1977	1978	1979	1980	1981	1982	1983	1984	1985
Estimated effect of North Sea oil on balance of payments at 1976 prices	2,100	3,400	4,500	4,900	5,800	7,000	7,100	7,200	7,500
Scheduled public sector overseas debt repayments converted at \$1.75=£	100	450	1,500	1,950	3,000	2,300	1,400	1,400	200
NB: Balance of payments effects are the net estimated benefit from having North Sea oil, not a forecast of the overall balance of payments surplus.									

## UDS Group Limited

Consolidated Interim Financial Statement for the 26 weeks ended 30th July, 1977 (Unaudited)

	1977	1976	Year
	£000's	£000's	£000's
TURNOVER (excluding VAT)	139,326	126,051	295,817
OPERATING PROFIT	9,888	9,335	29,930
Depreciation and Amortisation	2,264	1,980	4,675
Interest	3,390	3,162	7,184
Variation in deferred profit	cr. 186	dr. 824	dr. 1,893
PROFIT BEFORE TAXATION	4,400	3,369	16,178
Taxation	1,760	1,750	6,010
EARNINGS	2,640	1,619	10,168
Earnings per 25p Stock Unit	1.7p	1.1p	6.7p

Turnover for the half year at £139 millions was 10.5% ahead of the same period in 1976. Profit before taxation shows an increase of 30.6%.

Sales in the first eight weeks of the second half year show an increase of 18%.

As always the outcome for the year is largely dependent on the level of trading in the second half. The current trend is encouraging and the Board expects a further improvement in profits for the full year.

The Directors have declared an interim dividend of 2.1p (2.1p last year) per ordinary stock unit. Dividend warrants will be payable on 21st February 1978 to stockholders appearing on the register on 10th January 1978.

Copies of the last annual Report and Accounts may be obtained from The Secretary, Marble Arch House, Seymour Street, London W1A 2BY.



## Business Diary: Fairer shares? • Waiving the rules

John Martin, the chairman of Tarmac, has promulgated a code of conduct on dealings in the firm's shares for directors, of subsidiary companies and other senior players.

Henceforth they will not be permitted to deal in Tarmac shares for two months before an announcement of the interim and preliminary results.

Already, main board directors may deal only between publication of the preliminary results and one month after the final general meeting, and one month after publication of the interim figures.

The firm was embarrassed recently after it was disclosed that two directors of subsidiary Tarmac Ltd, Mr. J. D. Lowe, of J. D. Lowe & Sons, and J. Cuthbert, of Kings & Co., had sold shares a day before pressing interim results were announced. Tarmac said yesterday that having investigated the sales the group was satisfied that neither man had any knowledge which would influence their share dealing.

Chris Bickerton, Casey Lord, Keith Parsons and Tania Williams yesterday recorded one hundredth edition of the new BBC programme, based on not only permits, but also on advertising. It is *New Ideas*, a 10-minute programme which usually moves British exports and is broadcast by the BBC's External Services heard from pool.



The faces behind the voices of BBC's *New Ideas*: left to right, presenter Chris Bickerton, producer Keith Parsons and presenter Casey Lord, with production secretary Tania Williams.

The *Halls of Montezuma* to the shores of Tripoli and beyond. Bickerton and Lord are the presenters. Parsons, the producer, and Tania Williams, the production secretary of the programme, which has been running since 1958. It will be put out as usual four times in English over the next week and the scripts will be plundered for use by the producers of the many BBC foreign language programmes.

The one hundredth edition, however, was concerned not with British products but with the products of the programme's own listeners. These included an idea from Saskatoon, Saskatchewan, for updating old Marbella, Spain, for a new kind of kitchen knife and a third from Natal, South Africa, which was a device for warning parents when an unattended child falls into the swimming pool.

Two schoolboys in Sarawak, Malaysia, had a real worry about making bricks from sawdust and cement, and, lastly, there was another idea from Spain, this time for a card game which helps the players learn English.

George Short, the External Services' editor of science, industry and exports, told *Business Diary's* Ross Davies that he and the *New Ideas* team apply four criteria in selecting items for the show. Ideally, goods should be British designed or manufactured, should be available for export now, the supplier should be willing to answer all readers' letters and, in the case of consumer items, should be willing to supply single units. Between 1959 and 1976, the number of listeners' inquiries concerning goods advertised in the programme has gone up nearly tenfold from 1,223 to 11,294.

The *New Ideas* team think that they have got the formula just about right: they and every body, including World Service editor Austen Kark, are now interested in any new ideas for spicing the recommendation from the "Think Tank" that the 24-hour World Service be cut by over a third, and many foreign language services dropped altogether.

Seven independent British trading companies are combining to challenge the American domination of the national market for food and drinks in business and commercial premises.

They have formed an association called United Vending Traders, which is to introduce a national brand name, Golden Service, at next week's International Business Show at the National Exhibition Centre in Birmingham.

The idea behind UVT, the

president, Robert White, said yesterday, is to improve the contents and service of vending machines among members so that "Golden Service" stood for something more than the lost coins and rotten tea that even his members concede the public associate with the industry.

White is managing director of Bourne End Vending (Sales), a Buckinghamshire company which sells, operates or leases machines throughout the south Midlands, West of London and south coast areas.

UVT has already won a contract from Philips electrical group.

If the UVT scheme works, White says, it will be because the people who make it tick up and down the country are not salaried regional managers but the managing directors of profit-oriented autonomous local companies. They benefit from the association's bulk-buying power with suppliers such as Cadbury-Schwepes and Nestlé, which are among the food companies contributing to a levy to finance the new grouping.

Whether UVT lives up to its promise remains to be seen—although heaven knows, the vending industry could do with some new thinking.

Sales blurb on a calculator in the *Wall-on-Thames* branch of W. H. Smith: "Recommended retail price £18.95. Save £3. Our price £13.95." Think we would buy another model.





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## FINANCIAL NEWS

ne-for-4  
ghts as  
elincourt  
unds 42pc

Victor Felstead  
Record interim profits, the  
cast of a best-ever year and  
for a £1.6m rights issue  
all contained in yester-  
day's half-year results from  
Selinco, the big  
textile and textile manufac-  
turer.

And this comes on top of  
77% more than doubled  
its £3.18m. The "rights"  
raise about £1.6m by the  
issue of 10.35m ordinary 5p  
on a one-for-four basis  
at 81p each. This represents  
a discount of about a third on  
today's close of 27p—which  
is a 1976-77 "high" for the  
share. As usual following a  
rights issue, the share fell—the  
line being 2p to 25p.

The half-year to July 31,  
profits expanded by 77%  
to £1.54m on turnover of  
£25.2m, up 25% on the  
year. Export sales rose by 40.4  
per cent to £3.03m.

Even customary seasonal  
dips and normal conditions  
ought to the year-end,  
the products division profits  
the full year of "not less"  
£4m—a record if achieved  
at 25.7 per cent above 1976-  
£3.18m.

The interim payment, on a  
basis, is being raised from  
p to 0.65p, the new shares  
rank for this.

For the full year, the board  
casts a total dividend of  
p on the bigger capital. This  
is an increase of 27.1  
cent on last year's dividend.  
The dividend has been received  
this in the context of the  
year, which is being under-  
taken by Barclays Merchant  
Bank.

giving the reasons for the  
the board says it believes  
resources and facilities  
able to the group are suf-  
ficient to meet its current re-  
quirements, but they consider  
continued expansion should  
be financed from a broader  
base.

At six months' profit growth  
of course, not as dramatic  
1976-77's doubled figures,  
it confirms the optimistic  
views of the chairman, Mr  
John Leighton, in his last  
annual report.

He said then the board could  
further significant rise  
the year's figures. Of par-  
ticular interest last year was  
fact that Tricoma turned  
from a loss of £240,000  
profit of £450,000 and the  
jack of McLeod Russel  
almost £100,000 to little  
than £40,000.

lackness in  
K hits  
ompton

ie peak profits of £2m-plus  
ie preceding two years were  
red as exceptional at J.  
pton, Sons & Webb, and  
holders will not be sur-  
prised by interim results show-  
ing a falling off. On turnover  
the latest half-year to end  
down from £10.8m to  
£9.8m, pre-tax profit fell from  
£1.8m to £1.4m. Earnings a  
re of £864,000. Earnings a  
re of this largest and best  
on maker of uniforms and  
dress in Europe came out  
£1.4m compared with £3.0m,  
excluding a £1.5m dividend  
same as 0.6p gross, the  
id "confidently" expects to  
pose a final not less than  
1.99p gross paid last time.  
n a brighter note exports  
wed a "significant"  
movement and some large  
trucks have been won for  
8. In 1976 pre-tax profits  
s slightly from £2.2m to  
£2m.

LP & PAPER  
Report is

Output levels low but Averys  
general products buoyant

By Bryan Appleyard  
Averys, the weighing and  
measuring machine maker,  
made £5.4m pre-tax profit in the  
six months to June 30 against  
£5.7m last year.

This 12 per cent improve-  
ment came with the help of a  
16 per cent growth in turnover  
from £40.8m to £47.5m indicat-  
ing a narrowing of margins  
which Mr Richard Hale, the  
chairman, puts down to insuffi-  
ciently high production levels.

The main force behind the  
overall improvement was the  
strength of the general prod-  
ucts division which takes in  
everyday items, the maker of  
electronic petrol pumps, cur-  
rently one of the group's most  
successful lines.

Mr Hale says the weighing  
and testing machine and the  
international divisions both

showed little change. The com-  
pany has currently more than  
enough orders for the 1750  
digital scale model but pro-  
duction is not running at high  
enough levels for the company  
to benefit fully.

Last year £9m of the £14.7m  
profits came in the second half  
but Mr Hale takes a cautious  
line on the prospects for the  
year.

He comments: "Profit for the  
full year comparable to that  
of 1976 will depend upon our  
ability to match production to  
orders."

He adds that the fall in the  
pound last year added £1m to  
the profits from overseas com-  
panies whereas the rise in the  
pound this year would produce  
a small decrease in relative  
profits.

Tough going as Bunzl  
margins narrow

By Alison Mitchell  
In line with many other  
groups in the sector Bunzl  
& Paper found the going dif-  
ficult in the first half. And,  
according to Mr G. Bunzl,  
chairman, the second six months  
are unlikely to show any  
improvement.

However, present trading con-  
ditions indicate that both sales  
and profits for the year as a  
whole should exceed the 1976  
level of £14.4m.

In the first six months of this  
year the group turned in pre-  
tax profits of £8m, against £7.6m  
last time, on sales up £19m to  
£100m. This leaves pre-tax mar-  
gins narrower at just over 7  
per cent.

Against a background of a  
world depression in the paper  
industry most of Bunzl's divi-  
sions turned in same-again  
performance with much of the  
increase in profit coming from  
associates.

The year started well for the  
cigarette filters side of the  
business. But an increase in  
tobacco duty in March, result-

ing in a down turn in sales, hit  
this division leaving margins  
under continuing pressure.

The surplus of capacity in  
the paper industry, which Mr  
Ernest Reamont, deputy chair-  
man, foresees will get worse  
before it gets better, has also  
had its effect on Bunzl.

Although both the merchanting  
and manufacturing sides of the  
division in the United Kingdom  
made a profit, the Austrian  
subsidiary turned in a small loss  
and this is not showing any  
signs of a turnaround.

In the plastics side Filtrona  
Textile Products, which has  
been losing-making for the past  
two years, managed to break-  
even in the six months.

Foreign exchange losses  
amounted to £297,000 in the  
period compared with a profit  
of £1.53m last year. Overseas  
sales now account for the 36.2  
per cent of Bunzl's sales.

For shareholders there is an  
interim dividend of 4.28p  
an increase of 10 per cent on last  
time.

## Bid of £4m for Assam Frontier

News of another bid in the  
currently enlivened tea sector  
comes from Assam Frontier  
Tea which has received an  
offer from privately-owned  
Wrengate, a Manchester-based  
group engaged in the import  
merchandising and conversion of  
textiles.

Wrengate is offering 38p  
for each Assam ordinary share  
and 27p for each of the  
group's preference shares. The  
whole offer, which is condi-  
tional on recommendation by  
the Assam board, is worth about  
£4.2m.

Assam, which is controlled  
by Sime Darby, said the direc-  
tors were considering the pro-  
posal and would make a  
further announcement soon. In  
the meantime shares of Assam  
jumped 71p to 375p on news of  
the bid.

Earlier this year a subsidiary  
of Wrengate, Kora, made a  
successful bid for the publicly-  
quoted Scottish Assam Tea.

In the past few days takeover  
bids have been launched by  
private companies for Morven  
Tea Holdings which has estates  
in Assam and for Dundell  
Holdings, which has estates in  
Bangladesh. The odd one out is  
British India which has received  
terms from Longbourne Hold-  
ings, a public quoted company.

Burned lvs now  
on verge of £1m

On turnover up from £9.33m  
to £10.8m, pre-tax profits of  
Burned Investments rose

Another fine year in  
sight at Waterford

Waterford Glass, the Irish  
holding company which in-  
cludes the famous crystal glass  
concern, is well on the way to  
its twenty-third successive year  
of record profits and the  
twelfth since it went public in  
1966. In the last year to June  
30, pre-tax profit 36.2  
per cent to £3.62m on turn-  
over a fifth greater at £45.24m.

The interim payment, gross,  
rises from 0.46p (adjusted for  
scrip) to 0.75p. Net earnings  
per share jumped by 50 per  
cent to 1.74p.

BH South again  
passes final

BH South, the Australian  
copper and phosphate pro-  
ducer, has again passed its final  
dividend, making a three-year  
run away from the dividend  
lists. However, substantial  
losses fell slightly from  
£44.45m to £44.16m in the  
year to the end of June.  
The major problem was a loss

of £11.13m, compared with a  
loss of £5.65m the previous  
year at Queensland Phosphate.  
Queensland's £42m loan has  
been rescheduled and the first  
repayment, due in January, is  
the end of last month has been  
deferred. Funds have been  
arranged to cover the interest  
payments due on the same date.  
An equity partner is being  
sought for the phosphate  
operation.

## Sony rising dividend

Sony Corporation of Japan  
will recommend to shareholders  
a 5 yen increase in the cash  
dividend for the last half of  
the year to October 31 to 15 yen  
per outstanding share of  
common stock. The total cash  
dividend for the year will rise  
to 25 yen from 20 yen last year,  
upon a proposal by a general  
meeting of shareholders  
scheduled before January. The  
company said it made the recom-  
mendation on the basis of  
expected record earnings for  
1977.

## Guy Butler expands

Guy Butler (International)  
the London-based currency  
deposit and foreign exchange  
brokers with offices in Europe,  
the United States, Middle East  
and South-East Asia, has formed  
a new company in Hong Kong. It  
is called Guy Butler (Hong  
Kong) Limited. This brings to  
nine the number of companies  
operating overseas.

## International

Hoechst AG  
warning on  
earnings  
decline

Hoechst AG, the major Frank-  
furt-based chemical group, is  
facing an "unavoidable" de-  
cline in its pre-tax earnings this  
year as a result of rising cost  
pressures and stagnating turn-  
over, writes Peter Norman, from  
Bonn.

Although the company's chief  
executive, Professor Rolf Sam-  
met, told a press conference  
that Hoechst hopes that its fall  
in earnings will not be drastic,  
he gave a warning that third-  
quarter results were likely to  
be worse than those in the  
second quarter of this year.

Hoechst announced a little  
more than a month ago that its  
profits declined between the  
first and second quarters of this  
year so that group and parent  
company pre-tax earnings fell  
by just under 7 per cent in the  
first half to DM630m (about  
£130m) and DM402m respec-  
tively.

Many of the group's prob-  
lems are common to the West  
German chemical industry.  
According to Professor Sam-  
met, production in the indus-  
try, which was long regarded  
as the growth industry par ex-  
cellence, is likely to increase  
more slowly than the German  
industrial average this year and  
could fall behind the expected  
3.5 per cent rise in gross  
national product.

Although the situation varies  
from sector to sector, the in-  
dustry is suffering from more  
intensive competition on ex-  
port markets, besides greater  
pressure at home from imports

## Quaker Oats buoyant

Quaker Oats of Chicago  
announced record sales and  
earnings for the year to June 30.  
Earnings a share were up 30  
per cent to \$3.01. Sales were  
\$1,550m (about £882.3m) com-  
pared with \$1,400m a year ago.  
Sales in 1977 were 9 per cent  
ahead of last year. About two-  
thirds of the improvement was  
from increased unit volume and  
more favourable product mix,  
while one-third was from price  
increases, Mr R. Stuart, the  
chairman, said.

## Arco opts out

Atlantic Richfield of Phila-  
delphia has notified Du Pont  
that it does not intend to  
proceed with the centennial  
hydrocarbons joint venture to  
construct a petrochemical plant  
in Brazoria, Texas. A spokes-  
man for Arco said the decision  
had been reached on economic  
grounds because of the pro-  
jected market oversupply of the  
products to have been produced  
by the proposed plant. Environ-  
mental clearances had been pro-  
ceeding satisfactorily and there-  
fore were not a factor in Arco's  
decision.

## Ricoh in US market

A spokesman for Ricoh com-  
pany, a major manufacturer  
of business machines in Japan  
says that negotiations with  
Savin Business Machines Cor-  
poration are continuing con-  
cerning agreements with the  
United States company. The  
spokesman declined to com-  
ment on Ricoh's plans for the  
American market. Savin, which  
holds the exclusive rights to  
sell machines made for it by  
Ricoh in the American market,  
said last week that the two  
companies would probably part  
company in the next few years.  
Other reports said that Ricoh  
might begin selling its own  
copying machines in the United  
States.

Cape  
Industries

## Interim Report 1977

● Pre-tax profit 5% below record level of 1976.

● Substantial advance in Automotive Division's profit—  
Building and Insulation Division's earnings  
maintained in depressed conditions—Mining Division's  
profit lower due to weakening in demand.

● Heavy investment programme contributes to higher  
interest charge.

	Half-year ended 30th June	Year ended 31st Dec.
	1977	1976
	£m	£m
Turnover	78.8	65.9
Profit before interest and taxation	8.0	8.1
Profit before taxation	7.0	7.4
Profit after taxation	4.2	3.9
Earnings per ordinary share	17.3p	16.3p
Dividend per ordinary share	2.9044p	2.6404p
		7.3474p

Cape Industries Limited, 114 Park Street, London W1Y 4AB  
Building and Automotive Products, Insulation Contracting, Mining

A record year from  
MAYNARDS  
LIMITED  
the Confectioners

## Group Results

	1977	1976
	£000	£000
Year ended June	28,687	23,687
Turnover	28,687	23,687
Trading Profit	1,625	1,071
Exceptional items	(74)	48
Taxation	1,551	1,119
	792	576
Extraordinary item	759	543
	(50)	—
Earnings per 25p ordinary share	15.5p	11.08p
Net ordinary dividend	19.3701%	17.3424%

- ★ Group sales another record—21% increase including a 62% advance in Export sales.
- ★ Trading profit is a record in the history of the Group.
- ★ Increased profits resulting from Confectionery manufacturing and retailing divisions.
- ★ Exceptional items include a transfer of £100,000 to Pension Fund.
- ★ The Extraordinary item is the loss on disposal of the Canadian operation.
- ★ Further expansion planned in all divisions.

★ Dividend increased to the maximum permissible  
HEAD OFFICE: VALE ROAD, LONDON N4 1PH

## Iacallan-Glenlivet shows slight increase

anffshire malt whisky dis-  
tributors Macallan-Glenlivet  
hed up pre-tax profits from  
£500 to £362,000 in the year  
(July 31 last on turnover up  
1,000 to £2.2m).

However most of the increase  
is from a change in the  
hod of valuing stock which  
ed £57,000 to profits.

ales of bottled Macallan  
e increased considerably,  
rding to chairman Mr  
rge Harbison, and the  
p is to continue to lay down  
stantial stocks. Highma-  
ch converts distillery by-  
ducts into animal feedstuffs,  
boosted by the drought last  
r but this is unlikely to be  
ained.

ATA ACQUISITION

ata Corporation's offshoot,  
ta Elkhorn Inc, completed  
e acquisition of four privately-

## Briefly

held coal mining companies in  
north-eastern Kentucky for about  
\$30m.

BLACK ARROW  
Figures available show a sub-  
stantial improvement in turnover  
and profitability for the six  
months which ended September  
30.

FEDERATED CHEMICAL  
Change in director of business  
being taken with reduction of  
involvement in manufacturing,  
and post of deputy chairman and  
chief executive held by Mr.  
Dowsett "being terminated". He  
has relinquished his directorship.

KWIKFORM IN MID EAST  
Involvement in Middle East  
has resulted in pattern of trading  
becoming cyclical. Results for  
first-half expected to be well

down on previous year, but les-  
son should be made up in second  
leg.

AMEY ROADSTONE  
No sign of increase in work  
available to construction indus-  
try at home. Best hopes are for  
stability at depressed level of  
activity.

MALAWI BORROWS \$25M  
Seven-year term \$25m Euroloan  
for Republic of Malawi has been  
signed. This is Malawi's first loan  
and will be used for the con-  
struction of international airport  
at Lilongwe.

COURTNEY, POPE (HLDGS)  
Exports played part in profit  
rise and chairman confident that  
these will again make worthwhile  
contribution to expected increase  
in current year. (For figures see  
table.)

CITY OF CARDIFF ISSUE  
City of Cardiff is to float a  
partly-paid £10m issue of 11 per  
cent redeemable stock 1986 at £100  
per cent.

## WOOD &amp; SONS (HOLDINGS) LIMITED

Earthenware Manufacturers

## INTERIM STATEMENT (Unaudited)

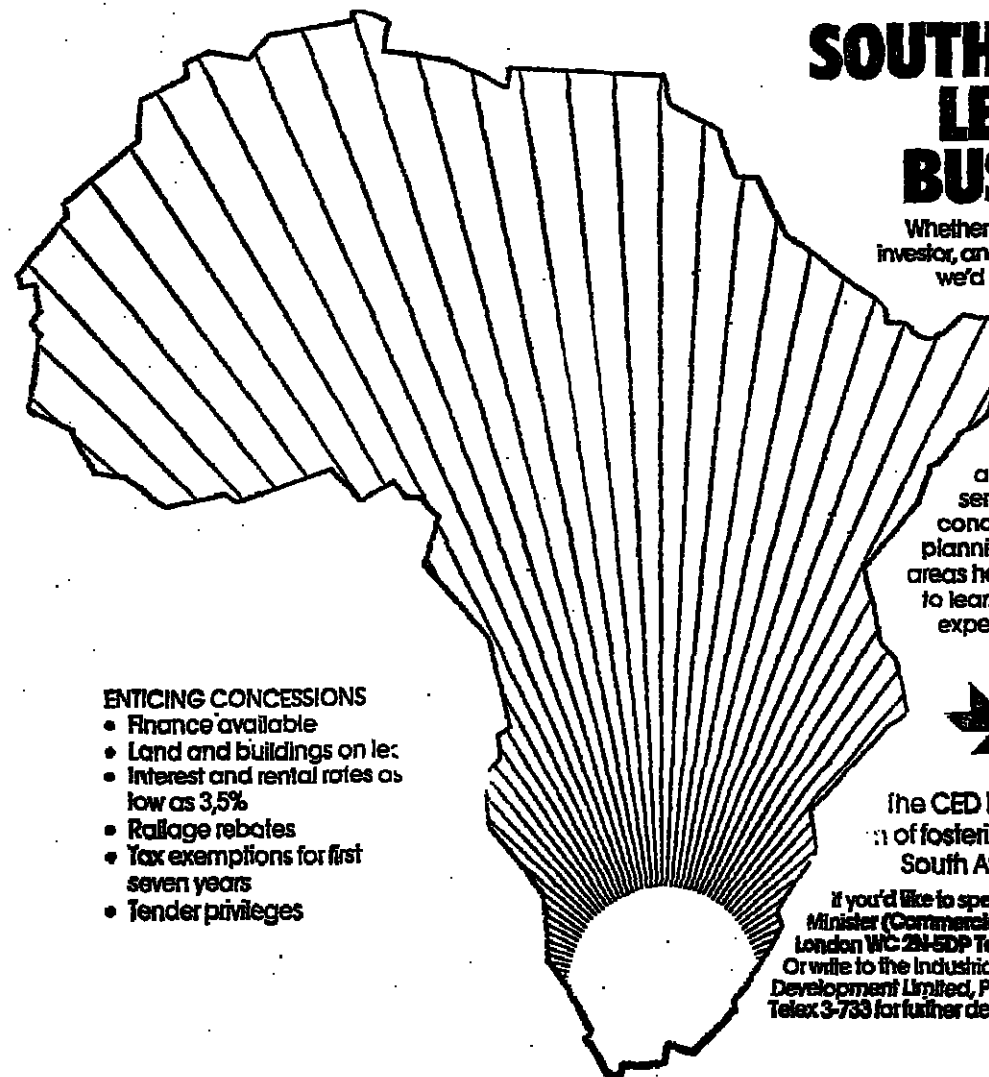
	Half-year ended 30th June	Year ended 31st December
	1977	1976
	£	£
GROUP SALES	2,054,000	1,657,000
GROUP OPERATING PROFIT	305,000	259,000
GROUP PROFIT BEFORE TAXATION	214,000	178,000
GROUP PROFIT AFTER TAXATION	208,000	162,000

"I am pleased to announce the half-yearly figures with the news that  
an interim dividend of 10% less Income tax (.33p per share) will be paid  
on the Issued Ordinary Capital of the Company. Warrants will be posted  
to shareholders on 7th November.

Our order books are full and we expect 1977 to be another year of  
record achievements."

H. FRANCIS WOOD, Chairman.

3rd October, 1977.

SOUTH AFRICA:  
LET'S TALK  
BUSINESS.

Whether you're an innovator or an  
investor, an entrepreneur or financier—  
we'd like to tell you how to share  
in the profit potential of the  
development areas of South Africa.  
Our representatives will be  
available in London in October  
to discuss the wide scope for  
industrial investment with you.  
They're eager to tell you why such  
an investment makes good business  
sense—starting with a host of enticing  
concessions and including assistance with strategy  
planning and financing. Our development  
areas have the raw materials, the labour willing  
to learn, the market. All they need is your  
expertise to make it happen.



Corporation  
for Economic  
Development Ltd

The CED is a body of expertise with the express  
of fostering the economic viability of  
South Africa's development areas.

If you'd like to speak to one of our investment advisers, contact the  
Minister (Communications), South Africa, Pretoria, Telukgong Square,  
London WC2A 2DP Telephone 01-930-4488 to arrange an appointment.  
Or write to the Industrial Liaison Manager, Corporation for Economic  
Development Limited, P.O. Box 213, PRETORIA 0001, Republic of South Africa.  
Telex 3-733 for further details.

- ENTICING CONCESSIONS
- Finance available
- Land and buildings on lease
- Interest and rental rates as low as 3.5%
- Rollback rebates
- Tax exemptions for first seven years
- Tender privileges



## Commodities

## Bank Base Rates

**THE NEW THROGMORTON TRUST LTD.**

490.00; Sept. 496.50; Dec. 505.40;  
Oct. 488.75; Nov. 495.00; Jan. 500.00;  
Feb. 502.00; July 526.50; Heavy  
and Canadian; Canada's Oils (pre-  
ferred) 425.00;  
B.O.L. 115.00; Apr. 115.00;  
Dec. 117.80; Feb. 119.20; April, 116.70;  
June, 117.00; Aug., 117.00;  
Oct. 119.50; Dec. 121.30; Feb. 116.80;  
April, 117.60; June, 117.30; Aug.  
117.00; Oct. 121.00;  
1167.90-70; March, 1160.50-10; June,  
1160.00-10; 1161.00-10

Capital Loan Stock Valuation 41  
October 1977.  
The net asset value per £1 of  
Capital Loan Stock is 125.00p.  
Securities valued at middle-market price.

1970-71								
Units	Lot	Company	Last Price	Ch'ge	Gross	Yd		P.E.
43	27	Airsprung Ord	40x2	—	4.2	10.5	7.4	—
148	100	Airsprung 181 <sup>1</sup> CULS	148	—	18.4	12.5	—	—
39	25	Airminge & Rhodes	36	—	3.3	9.1	15.3	—
142	105	Bardon Hill	136	—	12.0	8.8	9.3	—
165	95	Deborah Ord	159x2	+1	10.3	6.4	6.4	—
170	104	Deborah 171 <sup>1</sup> CULS	170	—	17.5	10.2	—	—
138	120	Frederick Parker	135	—	11.5	8.5	6.5	—
115	45	Henry Sykes	117	—	2.4	2.0	11.0	—
58	36	James Group	57	—	5.0	8.7	6.7	—
102	55	Jackie Burrough	102	+1	6.0	5.8	9.3	—
304	188	Robert Jenkins	304	—	27.0	8.3	5.1	—
24	8	Twynlock Ord	12	—	—	—	—	—
77	57	Twynlock 12 <sup>1</sup> ULS	77	—	12.0	15.7	—	—
65	51	Uniflock Holdings	64	—	7.0	10.9	7.9	—
83	65	Walter Alexander	83	—	6.4	7.7	6.1	—

**RECORD HALF YEAR**  
**1 for 3 scrip issue**

**Outlook** Demand continues at a high level for all the group's services - mail order, periodical and security printing and packaging. The directors believe that further progress can be made in the second half of the year.

Copies of the interim statement to shareholders can be obtained from the Secretary, Watmoughs (Holdings) Limited, Idle, Bradford, West Yorkshire BD10 8NL.

[illegible]

1951-52	1952-53	1953-54	1954-55	1955-56	1956-57	1957-58	1958-59	1959-60	1960-61	1961-62	1962-63	1963-64	1964-65	1965-66	1966-67	1967-68	1968-69	1969-70	1970-71	1971-72	1972-73	1973-74	1974-75	1975-76	1976-77	1977-78	1978-79	1979-80	1980-81	1981-82	1982-83	1983-84	1984-85	1985-86	1986-87	1987-88	1988-89	1989-90	1990-91	1991-92	1992-93	1993-94	1994-95	1995-96	1996-97	1997-98	1998-99	1999-00	2000-01	2001-02	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29	2029-30	2030-31	2031-32	2032-33	2033-34	2034-35	2035-36	2036-37	2037-38	2038-39	2039-40	2040-41	2041-42	2042-43	2043-44	2044-45	2045-46	2046-47	2047-48	2048-49	2049-50	2050-51	2051-52	2052-53	2053-54	2054-55	2055-56	2056-57	2057-58	2058-59	2059-60	2060-61	2061-62	2062-63	2063-64	2064-65	2065-66	2066-67	2067-68	2068-69	2069-70	2070-71	2071-72	2072-73	2073-74	2074-75	2075-76	2076-77	2077-78	2078-79	2079-80	2080-81	2081-82	2082-83	2083-84	2084-85	2085-86	2086-87	2087-88	2088-89	2089-90	2090-91	2091-92	2092-93	2093-94	2094-95	2095-96	2096-97	2097-98	2098-99	2099-00	2100-01	2101-02	2102-03	2103-04	2104-05	2105-06	2106-07	2107-08	2108-09	2109-10	2110-11	2111-12	2112-13	2113-14	2114-15	2115-16	2116-17	2117-18	2118-19	2119-20	2120-21	2121-22	2122-23	2123-24	2124-25	2125-26	2126-27	2127-28	2128-29	2129-30	2130-31	2131-32	2132-33	2133-34	2134-35	2135-36	2136-37	2137-38	2138-39	2139-40	2140-41	2141-42	2142-43	2143-44	2144-45	2145-46	2146-47	2147-48	2148-49	2149-50	2150-51	2151-52	2152-53	2153-54	2154-55	2155-56	2156-57	2157-58	2158-59	2159-60	2160-61	2161-62	2162-63	2163-64	2164-65	2165-66	2166-67	2167-68	2168-69	2169-70	2170-71	2171-72	2172-73	2173-74	2174-75	2175-76	2176-77	2177-78	2178-79	2179-80	2180-81	2181-82	2182-83	2183-84	2184-85	2185-86	2186-87	2187-88	2188-89	2189-90	2190-91	2191-92	2192-93	2193-94	2194-95	2195-96	2196-97	2197-98	2198-99	2199-00	2200-01	2201-02	2202-03	2203-04	2204-05	2205-06	2206-07	2207-08	2208-09	2209-10	2210-11	2211-12	2212-13	2213-14	2214-15	2215-16	2216-17	2217-18	2218-19	2219-20	2220-21	2221-22	2222-23	2223-24	2224-25	2225-26	2226-27	2227-28	2228-29	2229-30	2230-31	2231-32	2232-33	2233-34	2234-35	2235-36	2236-37	2237-38	2238-39	2239-40	2240-41	2241-42	2242-43	2243-44	2244-45	2245-46	2246-47	2247-48	2248-49	2249-50	2250-51	2251-52	2252-53	2253-54	2254-55	2255-56	2256-57	2257-58	2258-59	2259-60	2260-61	2261-62	2262-63	2263-64	2264-65	226
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Exchanges were fairly active yesterday although turnover was less than on Monday, dealers on the London Stock Exchange remarked. The standard oddest rally from recent sharply depressed levels, aided by central banks' support.

The pointed ended little change at \$1.7555 (\$1.7558 overnight), with \$1.71-53 at the close. In the currency basket, sterling improved to 62.4 (2.3). Although the £2,300 rise in Britain's currency reserves was above most expectations, some profit-taking developed.

Closing of oversold positions contributed to a general upturn in the dollar. The mark declined finally to 2.2950 after a "low" of 2.2900, compared with Monday night's 2.2905.

Gold lost \$0.25 an ounce to close

proved slightly short on Lombard Street yesterday and the Bank of England gave a small amount of assistance. This was channelled via overnight lending to three or four houses at MLR (6 per cent). However, underlying factors suggested rather more help was needed, so rates stayed firm throughout, holding within a band of 51.5 per cent.

Closing balances were found at 51.5 or 51 per cent.

Banks' balances were a little bit up overnight and market men said they were seeing more money coming out of the exchange's reflections of the Bank's sterling sales on Friday.

Adverse factors were a net take-up of Treasury bills, a slight rise in the price of gold, and Government disbursements.

Market rates		Market rates	
New York	1 month	October 4	1 month
London	3 months	October 5	3 months
Frankfurt	6 months	October 6	6 months
Paris	9 months	October 7	9 months
Brussels	12 months	October 8	12 months
Amsterdam	15 months	October 9	15 months
Stockholm	18 months	October 10	18 months
Copenhagen	21 months	October 11	21 months
Helsinki	24 months	October 12	24 months
Tokyo	27 months	October 13	27 months
Singapore	30 months	October 14	30 months
Bombay	33 months	October 15	33 months
Calcutta	36 months	October 16	36 months
Rangoon	39 months	October 17	39 months
Colombo	42 months	October 18	42 months
Madras	45 months	October 19	45 months
Batavia	48 months	October 20	48 months
Sourabaya	51 months	October 21	51 months
Manila	54 months	October 22	54 months
Cebu	57 months	October 23	57 months
Yokohama	60 months	October 24	60 months
Osaka	63 months	October 25	63 months
Kobe	66 months	October 26	66 months
Nagasaki	69 months	October 27	69 months
Kyoto	72 months	October 28	72 months
Fukuoka	75 months	October 29	75 months
Sapporo	78 months	October 30	78 months
Hiroshima	81 months	October 31	81 months
Sendai	84 months	November 1	84 months
Yokohama	87 months	November 2	87 months
Osaka	90 months	November 3	90 months
Kobe	93 months	November 4	93 months
Nagasaki	96 months	November 5	96 months
Kyoto	99 months	November 6	99 months
Fukuoka	102 months	November 7	102 months
Sapporo	105 months	November 8	105 months
Hiroshima	108 months	November 9	108 months
Sendai	111 months	November 10	111 months
Yokohama	114 months	November 11	114 months
Osaka	117 months	November 12	117 months
Kobe	120 months	November 13	120 months
Nagasaki	123 months	November 14	123 months
Kyoto	126 months	November 15	126 months
Fukuoka	129 months	November 16	129 months
Sapporo	132 months	November 17	132 months
Hiroshima	135 months	November 18	135 months
Sendai	138 months	November 19	138 months
Yokohama	141 months	November 20	141 months
Osaka	144 months	November 21	144 months
Kobe	147 months	November 22	147 months
Nagasaki	150 months	November 23	150 months
Kyoto	153 months	November 24	153 months
Fukuoka	156 months	November 25	156 months
Sapporo	159 months	November 26	159 months
Hiroshima	162 months	November 27	162 months
Sendai	165 months	November 28	165 months
Yokohama	168 months	November 29	168 months
Osaka	171 months	November 30	171 months
Kobe	174 months	December 1	174 months
Nagasaki	177 months	December 2	177 months
Kyoto	180 months	December 3	180 months
Fukuoka	183 months	December 4	183 months
Sapporo	186 months	December 5	186 months
Hiroshima	189 months	December 6	189 months
Sendai	192 months	December 7	192 months
Yokohama	195 months	December 8	195 months
Osaka	198 months	December 9	198 months
Kobe	201 months	December 10	201 months
Nagasaki	204 months	December 11	204 months
Kyoto	207 months	December 12	207 months
Fukuoka	210 months	December 13	210 months
Sapporo	213 months	December 14	213 months
Hiroshima	216 months	December 15	216 months
Sendai	219 months	December 16	219 months
Yokohama	222 months	December 17	222 months
Osaka	225 months	December 18	225 months
Kobe	228 months	December 19	228 months
Nagasaki	231 months	December 20	231 months
Kyoto	234 months	December 21	234 months
Fukuoka	237 months	December 22	237 months
Sapporo	240 months	December 23	240 months
Hiroshima	243 months	December 24	243 months
Sendai	246 months	December 25	246 months
Yokohama	249 months	December 26	249 months
Osaka	252 months	December 27	252 months
Kobe	255 months	December 28	255 months
Nagasaki	258 months	December 29	258 months
Kyoto	261 months	December 30	261 months
Fukuoka	264 months	January 1	264 months
Sapporo	267 months	January 2	267 months
Hiroshima	270 months	January 3	270 months
Sendai	273 months	January 4	273 months
Yokohama			

New York	1 month	1 month	3 months	6 months	12 months
London	1 month	1 month	3 months	6 months	12 months
Amsterdam	1 month	1 month	3 months	6 months	12 months
Berlin	1 month	1 month	3 months	6 months	12 months
Frankfurt	1 month	1 month	3 months	6 months	12 months
Paris	1 month	1 month	3 months	6 months	12 months
Madrid	1 month	1 month	3 months	6 months	12 months
Lyon	1 month	1 month	3 months	6 months	12 months
Brussels	1 month	1 month	3 months	6 months	12 months
Geneva	1 month	1 month	3 months	6 months	12 months
Vienna	1 month	1 month	3 months	6 months	12 months
Stockholm	1 month	1 month	3 months	6 months	12 months
Oslo	1 month	1 month	3 months	6 months	12 months
Copenhagen	1 month	1 month	3 months	6 months	12 months
Helsinki	1 month	1 month	3 months	6 months	12 months
Tallinn	1 month	1 month	3 months	6 months	12 months
Riga	1 month	1 month	3 months	6 months	12 months
Latvia	1 month	1 month	3 months	6 months	12 months
Lithuania	1 month	1 month	3 months	6 months	12 months
Poland	1 month	1 month	3 months	6 months	12 months
Czech Republic	1 month	1 month	3 months	6 months	12 months
Slovak Republic	1 month	1 month	3 months	6 months	12 months
Hungary	1 month	1 month	3 months	6 months	12 months
Romania	1 month	1 month	3 months	6 months	12 months
Bulgaria	1 month	1 month	3 months	6 months	12 months
Greece	1 month	1 month	3 months	6 months	12 months
Turkey	1 month	1 month	3 months	6 months	12 months
Israel	1 month	1 month	3 months	6 months	12 months
Japan	1 month	1 month	3 months	6 months	12 months
South Korea	1 month	1 month	3 months	6 months	12 months
Hong Kong	1 month	1 month	3 months	6 months	12 months
Singapore	1 month	1 month	3 months	6 months	12 months
Malaysia	1 month	1 month	3 months	6 months	12 months
Indonesia	1 month	1 month	3 months	6 months	12 months
Philippines	1 month	1 month	3 months	6 months	12 months
Thailand	1 month	1 month	3 months	6 months	12 months
Vietnam	1 month	1 month	3 months	6 months	12 months
Laos	1 month	1 month	3 months	6 months	12 months
Cambodia	1 month	1 month	3 months	6 months	12 months
Myanmar	1 month	1 month	3 months	6 months	12 months
Burma	1 month	1 month	3 months	6 months	12 months
Sri Lanka	1 month	1 month	3 months	6 months	12 months
Maldives	1 month	1 month	3 months	6 months	12 months
Yemen	1 month	1 month	3 months	6 months	12 months
Oman	1 month	1 month	3 months	6 months	12 months
UAE	1 month	1 month	3 months	6 months	12 months
Qatar	1 month	1 month	3 months	6 months	12 months
Bahrain	1 month	1 month	3 months	6 months	12 months
Kuwait	1 month	1 month	3 months	6 months	12 months
Saudi Arabia	1 month	1 month	3 months	6 months	12 months
Libya	1 month	1 month	3 months	6 months	12 months
Algeria	1 month	1 month	3 months	6 months	12 months
Tunisia	1 month	1 month	3 months	6 months	12 months
Morocco	1 month	1 month	3 months	6 months	12 months
Egypt	1 month	1 month	3 months	6 months	12 months
Sudan	1 month	1 month	3 months	6 months	12 months
Ethiopia	1 month	1 month	3 months	6 months	12 months
Somalia	1 month	1 month	3 months	6 months	12 months
Kenya	1 month	1 month	3 months	6 months	12 months
Uganda	1 month	1 month	3 months	6 months	12 months
Rwanda	1 month	1 month	3 months	6 months	12 months
Burundi	1 month	1 month	3 months	6 months	12 months
Tanzania	1 month	1 month	3 months	6 months	12 months
Zambia	1 month	1 month	3 months	6 months	12 months
Botswana	1 month	1 month	3 months	6 months	12 months
Namibia	1 month	1 month	3 months	6 months	12 months
South Africa	1 month	1 month	3 months	6 months	12 months
Mozambique	1 month	1 month	3 months	6 months	12 months
Swaziland	1 month	1 month	3 months	6 months	12 months
Lesotho	1 month	1 month	3 months	6 months	12 months
Madagascar	1 month	1 month	3 months	6 months	12 months
Reunion	1 month	1 month	3 months	6 months	12 months
Mayotte	1 month	1 month	3 months	6 months	12 months
French Polynesia					

الاعمال

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### Stock Exchange Prices

## Widespread falls

**ACCOUNT DAYS:** Dealings Began, Oct 3. Dealings End, Oct 14. § Contango Day, Oct 17. Settlement Day, Oct 25

§ Forward bargains are permitted on two previous days.

Symbol	Company	Price	Change	Volume	High	Low	Open	Close	Div. Yld.
AA	Amalgamated	100	0	100	100	100	100	100	4.00
AB	Amalgamated	100	0	100	100	100	100	100	4.00
AC	Amalgamated	100	0	100	100	100	100	100	4.00
AD	Amalgamated	100	0	100	100	100	100	100	4.00
AE	Amalgamated	100	0	100	100	100	100	100	4.00
AF	Amalgamated	100	0	100	100	100	100	100	4.00
AG	Amalgamated	100	0	100	100	100	100	100	4.00
AH	Amalgamated	100	0	100	100	100	100	100	4.00
AI	Amalgamated	100	0	100	100	100	100	100	4.00
AJ	Amalgamated	100	0	100	100	100	100	100	4.00
AK	Amalgamated	100	0	100	100	100	100	100	4.00
AL	Amalgamated	100	0	100	100	100	100	100	4.00
AM	Amalgamated	100	0	100	100	100	100	100	4.00
AN	Amalgamated	100	0	100	100	100	100	100	4.00
AO	Amalgamated	100	0	100	100	100	100	100	4.00
AP	Amalgamated	100	0	100	100	100	100	100	4.00
AQ	Amalgamated	100	0	100	100	100	100	100	4.00
AR	Amalgamated	100	0	100	100	100	100	100	4.00
AS	Amalgamated	100	0	100	100	100	100	100	4.00
AT	Amalgamated	100	0	100	100	100	100	100	4.00
AV	Amalgamated	100	0	100	100	100	100	100	4.00
AW	Amalgamated	100	0	100	100	100	100	100	4.00
AX	Amalgamated	100	0	100	100	100	100	100	4.00
AY	Amalgamated	100	0	100	100	100	100	100	4.00
AZ	Amalgamated	100	0	100	100	100	100	100	4.00
BA	Amalgamated	100	0	100	100	100	100	100	4.00
BB	Amalgamated	100	0	100	100	100	100	100	4.00
BC	Amalgamated	100	0	100	100	100	100	100	4.00
BD	Amalgamated	100	0	100	100	100	100	100	4.00
BE	Amalgamated	100	0	100	100	100	100	100	4.00
BF	Amalgamated	100	0	100	100	100	100	100	4.00
BG	Amalgamated	100	0	100	100	100	100	100	4.00
BH	Amalgamated	100	0	100	100	100	100	100	4.00
BI	Amalgamated	100	0	100	100	100	100	100	4.00
BJ	Amalgamated	100	0	100	100	100	100	100	4.00
BK	Amalgamated	100	0	100	100	100	100	100	4.00
BL	Amalgamated	100	0	100	100	100	100	100	4.00
BM	Amalgamated	100	0	100	100	100	100	100	4.00
BN	Amalgamated	100	0	100	100	100	100	100	4.00
BO	Amalgamated	100	0	100	100	100	100	100	4.00
BP	Amalgamated	100	0	100	100	100	100	100	4.00
BQ	Amalgamated	100	0	100	100	100	100	100	4.00
BR	Amalgamated	100	0	100	100	100	100	100	4.00
BS	Amalgamated	100	0	100	100	100	100	100	4.00
BT	Amalgamated	100	0	100	100	100	100	100	4.00
BV	Amalgamated	100	0	100	100	100	100	100	4.00
BW	Amalgamated	100	0	100	100	100	100	100	4.00
BX	Amalgamated	100	0	100	100	100	100	100	4.00
BY	Amalgamated	100	0	100	100	100	100	100	4.00
BZ	Amalgamated	100	0	100	100	100	100	100	4.00
CA	Amalgamated	100	0	100	100	100	100	100	4.00
CB	Amalgamated	100	0	100	100	100	100	100	4.00
CC	Amalgamated	100	0	100	100	100	100	100	4.00
CD	Amalgamated	100	0	100	100	100	100	100	4.00
CE	Amalgamated	100	0	100	100	100	100	100	4.00
CF	Amalgamated	100	0	100	100	100	100	100	4.00
CG	Amalgamated	100	0	100	100	100	100	100	4.00
CH	Amalgamated	100	0	100	100	100	100	100	4.00
CI	Amalgamated	100	0	100	100	100	100	100	4.00
CJ	Amalgamated	100	0	100	100	100	100	100	4.00
CK	Amalgamated	100	0	100	100	100	100	100	4.00
CL	Amalgamated	100	0	100	100	100	100	100	4.00
CM	Amalgamated	100	0	100	100	100	100	100	4.00
CN	Amalgamated	100	0	100	100	100	100	100	4.00
CO	Amalgamated	100	0	100	100	100	100	100	4.00
CP	Amalgamated	100	0	100	100	100	100	100	4.00
CQ	Amalgamated	100	0	100	100	100	100	100	4.00
CR	Amalgamated	100	0	100	100	100	100	100	4.00
CS	Amalgamated	100	0	100	100	100	100	100	4.00
CT	Amalgamated	100	0	100	100	100	100	100	4.00
CV	Amalgamated	100	0	100	100	100	100	100	4.00
CW	Amalgamated	100	0	100	100	100	100	100	4.00
CX	Amalgamated	100	0	100	100	100	100	100	4.00
CY	Amalgamated	100	0	100	100	100	100	100	4.00
CZ	Amalgamated	100	0	100	100	100	100	100	4.00
DA	Amalgamated	100	0	100	100	100	100	100	4.00
DB	Amalgamated	100	0	100	100	100	100	100	4.00
DC	Amalgamated	100	0	100	100	100	100	100	4.00
DD	Amalgamated	100	0	100	100	100	100	100	4.00
DE	Amalgamated	100	0	100	100	100	100	100	4.00
DF	Amalgamated	100	0	100	100	100	100	100	4.00
DG	Amalgamated	100	0	100	100	100	100	100	4.00
DH	Amalgamated	100	0	100	100	100	100	100	4.00
DI	Amalgamated	100	0	100	100	100	100	100	4.00
DJ	Amalgamated	100	0	100	100	100	100	100	4.00
DK	Amalgamated	100	0	100	100	100	100	100	4.00
DL	Amalgamated	100	0	100	100	100	100	100	4.00
DM	Amalgamated	100	0	100	100	100	100	100	4.00
DN	Amalgamated	100	0	100	100	100	100	100	4.00
DO	Amalgamated	100	0	100	100	100	100	100	4.00
DP	Amalgamated	100	0	100	100	100	100	100	4.00
DQ	Amalgamated	100	0	100	100	100	100	100	4.00
DR	Amalgamated	100	0	100	100	100	100	100	4.00
DS	Amalgamated	100	0	100	100	100	100	100	4.00
DT	Amalgamated	100	0	100	100	100	100	100	4.00
DV	Amalgamated	100	0	100	100	100	100	100	4.00
DW	Amalgamated	100	0	100	100	100	100	100	4.00
DX	Amalgamated	100	0	100	100	100	100	100	4.00
DY	Amalgamated	100	0	100	100	100	100	100	4.00
DZ	Amalgamated	100	0	100	100	100	100	100	4.00
EA	Amalgamated	100	0	100	100	100	100	100	4.00
EB	Amalgamated	100	0	100	100	100	100	100	4.00
EC	Amalgamated	100	0	100	100	100	100	100	4.00
ED	Amalgamated	100	0	100	100	100	100	100	4.00
EE	Amalgamated	100	0	100	100	100	100	100	4.00
EF	Amalgamated	100	0	100	100	100	100	100	4.00
EG	Amalgamated	100	0	100	100	100	100	100	4.00
EH	Amalgamated	100	0	100	100	100	100	100	4.00
EI	Amalgamated	100	0	100	100	100	100	100	4.00
EJ	Amalgamated	100	0	100	100	100	100	100	4.00
EK	Amalgamated	100	0	100	100	100	100	100	4.00
EL	Amalgamated	100	0	100	100	100	100	100	4.00
EM	Amalgamated	100	0	100	100	100	100	100	4.00
EN	Amalgamated	100	0	100	100	100	100	100	4.00
EO	Amalgamated	100	0	100	100	100	100	100	4.00
EP	Amalgamated	100	0	100	100	100	100	100	4.00
EQ	Amalgamated	100	0	100	100	100	100	100	4.00
ER	Amalgamated	100	0	100	100	100	100	100	4.00
ES	Amalgamated	100	0	100	100	100	100	100	4.00
ET	Amalgamated	100	0	100	100	100	100	100	4.00
EV	Amalgamated	100	0	100	100	100	100	100	4.00
EW	Amalgamated	100	0	100	100	100	100	100	4.00
EX	Amalgamated	100	0	100	100	100	100	100	4.00
EY	Amalgamated	100	0	100	100	100	100	100	4.00
EZ	Amalgamated	100	0	100	100	100	100	100	4.00
FA	Amalgamated	100	0	100	100	100	100	100	4.00
FB	Amalgamated	100	0	100	100	100	100	100	4.00
FC	Amalgamated	100	0	100	100	100	100	100	4.00
FD	Amalgamated	100	0	100	100	100	100	100	4.00
FE	Amalgamated	100	0	100	100	100	100	100	4.00
FF	Amalgamated	100	0	100	100	100	100	100	4.00
FG	Amalgamated	100	0	100	100	100	100	100	4.00
FH	Amalgamated	100	0	100	100	100	100	100	4.00
FI	Amalgamated	100	0	100	100	100	100	100	4.00
FJ	Amalgamated	100	0	100	100	100	100	100	4.00
FK	Amalgamated	100	0	100	100	100	100	100	4.00
FL	Amalgamated	100	0	100	100	100	100	100	4.00
FM	Amalgamated	100	0	100	100	100	100	100	4.00
FN	Amalgamated	100	0	100	100	100	100	100	4.00
FO	Amalgamated	100	0	100	100	100	100	100	4.00
FP	Amalgamated	100	0	100	100	100	100	100	4.00
FQ	Amalgamated	100	0	100	100	100	100	100	4.00
FR	Amalgamated	100	0	100	100	100	100	100	4.00
FS	Amalgamated	100	0	100	100	100	100	100	4.00
FT	Amalgamated	100	0	100	100	100	100	100	4.00
FV	Amalgamated	100	0	100	100	100	100	100	4.00
FW	Amalgamated	100							





## -Managerial-Administrative-Secretarial-Personal Assistants-

### Secretary to Financial Director

West End

£4,500

The Financial Director of the Guinness Group requires a Secretary with first class secretarial experience at senior level. As well as having a good educational background and a high standard of shorthand/typing, applicants must have the ability to work independently and at times under pressure, and have absolute discretion in dealing with matters of a

highly confidential nature. The preferred age is 25-35.

The salary, including allowances and annual profit share is approximately £4,500 p.a. depending on experience. Conditions include own air-conditioned office in new office block, 5 weeks holiday and non-contributory pension scheme.

Please telephone 01-629 9685 for an application form or write stating age, qualifications and experience to the Financial Director, Guinness, 10 Albemarle Street, London W1X 4AL.

### GUINNESS



### Office Manager

F.M.I. is a major worldwide insurance company which provides a consultant engineering service to industry. A person with proven success as a manager is needed to take responsibility for the secretarial and clerical activities in the Engineering Division of our London Office. The staff comprises fifteen secretarial and clerical personnel who produce technical reports and correspondence prepared by our engineers. The person appointed will report to the Branch Manager-Engineering, London Office. Accountabilities of the job include staff recruitment, training and supervision to ensure a consistently high standard of work. A keen analytical ability to solve administrative and personnel problems are essential. Good verbal and written communication is also needed. Applicants, male or female, should be 25-35 years old. Previous experience should include practical exposure to secretarial and clerical work. A good command of English is vital. A salary in excess of £4,000 will be offered. For full details, please contact Marie King, Personnel International, International House, 56-74 Victoria Street, London, S.W.1. Tel. 01-428 7799.

FACTORY MUTUAL INTERNATIONAL



### THE KUWAIT HILTON

### Executive Secretary

The Kuwait Hilton, a luxury hotel overlooking the Gulf, and part of the international chain of Hilton Hotels, are seeking an Executive Secretary.

This is a senior appointment and we are only considering applicants with first-class secretarial skills, several years experience and fluent Arabic. We are offering an excellent tax-free salary. We will provide you with comfortable accommodation and meals and will pay your outward fare. Please write in the first instance with full curriculum vitae (indicating the earliest date you would be available) and enclosing a recent photograph to Robin Sowerman, 7 Avenue Maurice, 100 Grosvenor, London, W.1. Tel. 01-428 7799.

### JAGAR CAREERS

Would like to announce that due to the recommendations of our clients and demands of our applicants, we are now prepared to undertake the recruitment of top calibre Admin. and P.A./Secretaries for the City.

We are a small, privately owned, Sloane Square-based, consultancy, previously specialising in the West End and Knightsbridge area, and we now find that our top Secretaries are prepared to travel further afield for interesting, well-paid jobs.



55a SLOANE SQUARE  
730 5148

### BOSS FOR A BOSS!

Internationally operating Group of Companies with modern Head Office in West London require P.A. for a Senior Director. You are an experienced, well-educated Secretary, aged 30 to 40 and thoroughly capable of meeting the demands of a busy office involved in a wide range of activities. Naturally you are tactful, of good appearance, used to taking the initiative and accepting responsibility. Sound knowledge of French or German is desirable. Of course you possess a current driving licence and justify a high salary. Please apply in confidence enclosing curriculum vitae to Box 2853 J, The Times.

### ONE YEAR ASSIGNMENT S.W.7

A person is required with knowledge of Company Secretarial duties and General Office Administration, who is also willing to accept full responsibility. Fast accurate typing essential; shorthand not necessary. Salary negotiable £3,750 min + LV's. PLEASE TELEPHONE ISOBEL HEALEY 589 3971

### HAMBURG

Small family owned business. Agency requires efficient young Secretary for 6 months only. You will be meeting clients, taking the telephone and writing English to German. This position will be a valuable experience for you. Please apply to your nearest JAGAR office. Age 20-25. £4,000 p.a.

### ENTERTAINMENT WORLD

SECRETARY TO MANAGING DIRECTOR. This is a senior position for a person aged 25+ to work for a Public Company. This position involves a wide range of responsibilities and the opportunity to work in a dynamic and exciting environment. Salary £4,700 negotiable. 626 5207, Denise Simpson. 637 6525, Vanessa Lane. Staff Consultants.

**SENIOR SECRETARIES**  
Recruitment Consultants  
173 New Bond Street W1Y 9PP  
01-499 0092; 01-493 5907

**KENTAKOM**

Hotel and Catering  
Industry Training Board



### COMMITTEE SECRETARY

The Hotel and Catering Industry Training Board, situated in modern offices in Wembley Central has a vacancy for a Committee Secretary.

The successful applicant will be responsible to the Board Secretary for providing a secretarial service to the Board, its committees and working parties, and for the maintenance of an efficient central filing system.

Candidates should have a minimum of five 'O' levels, including English, be trained to senior secretarial level and have had comprehensive experience as a personal assistant. Previous experience in servicing committees and the ability to draft minutes would be an advantage.

Salary will be within the scale £2,725-£3,328 (currently under review) plus £275 London Weighting.

There is a contributory pension scheme.

Four weeks and two days' annual leave rising to five weeks over three years.

Full particulars of the Board and its work, together with job descriptions and application forms, are obtainable from the Personnel Officer, Hotel and Catering Industry Training Board, Ramsey House, Central Square, Wembley, Middlesex. Telephone 01-902 8865. Completed application forms should be returned by 21 October, 1977 quoting reference GSI.

### Unusual Opportunity

We have an opening for a top Secretary/P.A. Our Chairman is looking for someone to assist him and organize his very busy working life. Good secretarial skills are essential for this job as is the ability to take on responsibility and deal with top Executives. You will need a current driving licence and be prepared to travel from time to time to different offices in and around London. The job is full of variety involving both industrial and City interests.

You will be based at Iver, Bucks., a few miles from Heathrow Airport. The salary is negotiable and would be in line with the level of responsibility involved.

For further details please contact: Christin Connell, Iver 651812; Pat Thompson, Ashford 43611.

Brent Chemicals International Ltd., Ridgeway, Iver, Bucks.

### Senior Secretary

Our Group Marketing Director is looking for a Secretary, with at least five years' experience at senior management level. The ideal candidate will be aged between 25 and 40 years with a sound knowledge of office administration, first class secretarial skills and an attractive personality. Excellent working conditions, own office, electric typewriter, 4 weeks holiday a year. Interviews to be held at Regent Street, but initial enquiries to:-

Mrs. Kathleen Newton,  
Group Personnel Services,  
John Laing and Son Limited,  
Page Street, Mill Hill, London NW7 2ER  
Tel. 01-629 3534



### SECRETARIES

NORTH AFRICA  
£5,000 + tax free

Major Oil Company have immediate vacancies for Secretaries to the Executive Director. These positions require mature experience at minimum age level of 35, high standard of shorthand and typing; degree of initiative and self motivation.

The period of contract is open ended. Remuneration will be dependent on age and experience but not less than £5,000 per annum free of tax. The Company provides accommodation or assist with private arrangements; all medical attention; attractive leave programme.

Interviews will be held in London. Please forward resume of your background, quoting reference 7/785, to Charles Hyde, Charles R. Lister International Limited, 151 High Street, Hounslow, Telephone 01-472 2882.

A well known American Oil Company with offices close to Victoria Station require a

### SECRETARY TO THE EMPLOYEE RELATIONS MANAGER

As well as Secretarial skills you will need good organising ability, as you will administer the booking of temporary staff, deal with confidential information and liaise with all levels of management. You are looking for someone who will become an integral part of this hectic but friendly personnel department, so flexibility and a sense of humour are essential. Salary c. £3,500 plus excellent fringe benefits including 60p LV's and 4 weeks' holiday.

Call Esther Brown, 01-404 5701 (Consultants)

Cripps, Sears

### EXPERIENCED SECRETARIES

Salary c. £3,750

We are a young, progressive, Merchant Bank situated in the West End. Due to expansion we need two smart, intelligent Secretaries. If you have good oral and shorthand skills and are not afraid of hard work, we can offer you a rewarding position working for one of two new Senior Executives. Good fringe benefits including BUPA, LV's, 4 weeks holiday, plus paid overtime (when necessary).

Please telephone 01-486 7100 and ask for Janice Rowe.

### FILM FUN-£3,700

Scene opens office of a young, dynamic exec. with good oral and shorthand skills. He faces camera, speaks: 'I need your mature mind, experience, and typing skills. You will train, teach, and supervise a group of young people. You will also be responsible for the company's public relations. Please apply to: 71 New Bond Street, London W1 01-493 6456 adpower randstad Staff Consultants

### PRIVATE SECRETARY

Salary £3,850 p.a.  
negotiable

required by Chairman and Company Secretary of a group of companies with head office in Richmond, Surrey. Duties will include some personal work. Apply to: S. J. Salter, GEORGE E. GRAY HOLDINGS LTD, Manor Road, Richmond, Surrey. Tel. 01-878 9456

### SECRETARY/PA

SECRETARY/PA REQUIRED FOR  
INTERNATIONAL COMPANY CHAIRMAN

The successful applicant will be a responsible person working in a confidential capacity with an administrative ability and capable of working on own initiative. Shorthand essential and a driving licence an advantage.

Must be willing to travel. Attractive salary offered with fringe benefits reflecting the importance of the position. Pleasant working environment in West End of London.

Please apply in first instance for an application form to:-

The Administration Director  
Crosscoats Limited  
34 Beaufort Gardens  
London SW3 1PW

### Secretary/Assistant

FRANKFURT

HOECHST AG, one of the world's leading chemical and pharmaceutical groups, is currently seeking a Secretary/Assistant for the Medical Department of the Pharmaceutical Division, based at the company's R.Q. in Frankfurt.

The successful candidate will be required to actively assist in preparation for, and in the running of, medical symposia and to help with the editorial work involved. Applicants, preferably graduates with secretarial skills, should have a reasonable command of German, but need not be fluent. You will need to show an aptitude for, and an interest in, editing English texts of a medico-scientific nature.

We offer a good salary plus first-class benefits and an excellent working environment. Interviews will be held in London.

Please apply to:-

Miss R. J. Thacker, Personnel Officer, Pharmaceutical Division, Hoechst U.K. Ltd., Hoechst House, 50 Salisbury Road, Hounslow, Middlesex. Tel: 01-870 7712 ext. 3065.

### High Powered Secretary PA

For Chief Executive of Company dealing in Finance, Insurance and Property in Fleet Street area. Candidates between 25-35 must be super efficient, well groomed and capable of working under pressure. Able to act as right-hand to boss dealing with all his business and personal affairs. Must be prepared to become fully involved. 4 weeks' holidays. BUPA.

Excellent salary not less than £5,000

TELEPHONE MRS. HARRISON ON MONDAY 10TH OCTOBER

353 9102

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This is a stimulating and busy appointment where previous experience at Director level and secretarial training to the standard of The Private Secretary's Certificate or equivalent would be considered essential.

Salary circa £4,000 p.a.

Tel.: 353 4835

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c. £7,000 Tax Free

Mature, experienced Private Secretary for charming President of large group of companies dealing in construction, engineering, trading, etc. Very much a P.A. job, but top secretarial skills are essential, as is experience of working at director level. Based in Kuwait in free furnished flat, you will have the chance to travel with the President on his trips to Europe and other Middle Eastern countries, and as there will be a lot of client contact good grooming and dress sense are most important. Two year renewable contract and excellent benefits, aged 24/25.

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01-499 0092; 01-493 5907.

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c. £3,800

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#### PERSONAL SECRETARIES:

We wish to interview suitable candidates for several vacancies at Personal Secretary level within the Government Service. The posts in various areas, are interesting, offer a choice of interests and are at senior level. The long-term career prospects are, of course, excellent. Candidates must have at least 3 "O" levels including English language, and Shorthand/Typing at 100/40. Good salaries, on a scale related to age. Non Contr. Pension. Age group open from early twenties. Contact: Miss Jane Barnsley 01-235 9984

**MAYFAIR: £4,250 inc. bonus**

Two Senior Secretaries are required in the luxurious offices of an International Holding Company. The conditions of employment are excellent, and 50p LV's are paid daily.

#### SECRETARY FOR PERSONNEL DIRECTOR

Age up to 35, with good basic Shorthand/Typing skills. Opportunities for suitable candidate to visit factories, etc., and become involved in all aspects of the work. Previous Personnel experience could be an advantage.

#### SECRETARY FOR CHARMING YOUNG FINANCIAL DIRECTOR

Probably in the twenties. This is an interesting and varied post, at the heart of the company. Contact: Mrs. Dawn Street 01-235 9984

#### MARYLEBONE:

The Financial Director of a world famous Company requires a Secretary/P.A. age 28+, with poise and tact. There are meetings to arrange and the coordination of the work of other Secretaries in the Department. An interest in Finance and the ability to read a Balance Sheet are among the qualifications needed. 5 weeks' holiday. Sub. restaurant, pleasant offices, unusual discounts on goods. Starting salary approx. £3,800 (£4,000 for exceptional candidate). Contact: Miss Jane Barnsley 01-235 9984

Late night opening 6.45 pm every Thursday. Telephone Mrs. Dorothy Allison (Manager) on 01-235 9984 for an appointment at 4-5 Grosvenor Place, Hyde Park Corner, SW1

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### SECRETARY/PA

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Experienced Secretary (probably aged 25-35) required to work jointly for the Managing Director and Financial Controller of an international group of companies, conveniently based near to Victoria Station.

Speed and accuracy are essential. The ability to take personal initiative is most important, and a working knowledge of French would be a distinct advantage.

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CITY-Export Finance experience plus Marketing, preferably Graduate. £3,000-£4,000.

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£4,250 + Excellent Fringe Benefits. An opportunity for a well educated person, preferably with Marketing Research Experience, to work for the Head of the Financial Services Department of an American Corporate Bank. As his Assistant you will be given projects to handle which will require the collection of data from different sources and the presentation of findings in a precise form. You will also help with secretarial work of the department, so shorthand and typing skills are called for.

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Salary Range £3,216-£3,798

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Applicants should have a good educational background, reliable shorthand and typing and, above all, a good deal of common sense and initiative.

Application forms and further details may be obtained from the Assistant Personnel Officer, London School of Economics, Houghton Street, WC2A 2AE. Telephone 01-400 7388 ext. 672.

#### EXECUTIVE SECRETARY

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A challenging opportunity has arisen to work closely with the Financial Director of a leading Property Company in luxurious offices in the West End. We have been asked to find an intelligent, top PA/Secretary with first-class shorthand and typing skills, who is able to withstand the pressure and long hours of a demanding job. The ideal person will be quick thinking, keen and willing to undertake considerable responsibility. Aged 25 to 35.

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7.45, Sport: 7.02, Radio 1: 8.02-  
 9.30, Soccer, Radio 2, Radio 1:  
 10.07, Sing Something Simple  
 10.30, News, 8.05, Process: 11.05,  
 Jim Giffin, 12.00-12.05, Arts  
 News  
 1.55 AM, Weather: 7.00, News:  
 8.05, Your Midweek Choice 1:  
 Haydn, Pachelbel, Beethoven:  
 9.00, News: 8.05, Your Midweek  
 Choice: 2: 9.00, News:  
 Mozart, Holst: 9.00, News:  
 9.55, Liszt: 10.20, Chamber  
 Organ: Tuckers, Byrd, Purcell,  
 Humfrey, Pachelbel: 10.55, News:  
 11.00, Short, Liszt, Humfrey, C.P.E.  
 Bach and Mozart: 11.40, BBC  
 Symphony Orchestra: Haydn, 3:  
 Semishko, 4:  
 11.55 AM, Piano recital: 1:  
 Francis, Mendel, Beethoven:  
 12.00, Chamber: 2.50, Violin  
 and Piano: Brahms, Schumann, 4:  
 Mozart: 3.35, Bridge and a  
 Hodgson, part 1: 4.10, Read-  
 ing, 4.20, Concert, part 2, 5.00,  
 Building a Library: 5.45, 7:  
 Homeguard Bound, 5.05, News:  
 11.10, Homeguard Bound, 6.30, 2:  
 Kontakte, 7.00, Alles France, 7:  
 7.30, Music in Question: 7: c

The Old Virginia Lake of Gard-  
ner. 1.00, News. 1.30, The  
Archers. 1.45, Woman's Hour.  
2.45, Life with Mother. 3.00,  
News. 3.15, Play, My Darling  
Clementine. 3.30, Choral Evensong  
from Southwell Minster. 4.35,  
History, The Hanoverian Georges.  
5.00, PM Reports. 5.40, Seren-  
dipity. 5.55, Weather.

6.00, News. 6.30, My World I  
Love. 6.45, News. 7.05, The Archers.  
7.20, M. J. Fox, Edward and  
the Atomic accident 20 years ago.  
7.40, 9.00, Evie, rock opera by Tim  
Rice and Andrew Lloyd Web-  
ber, based on the life of Eva  
Peron. 9.00, Science Now. 9.30,  
The Kaleidoscope. 9.59,  
Weather.

10.00, News. 10.30, Galbraith  
and the Midas Touch, part 1.  
1.00, A Book at Bedtime.  
1.15, Lighted in the Dark. 1.35,  
The Financial World Tonight.  
1.45, 2.30, The Way We Were. A  
Welsh pit village. 11.45, News.  
12.08-12.06 am, Inshore fore-  
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